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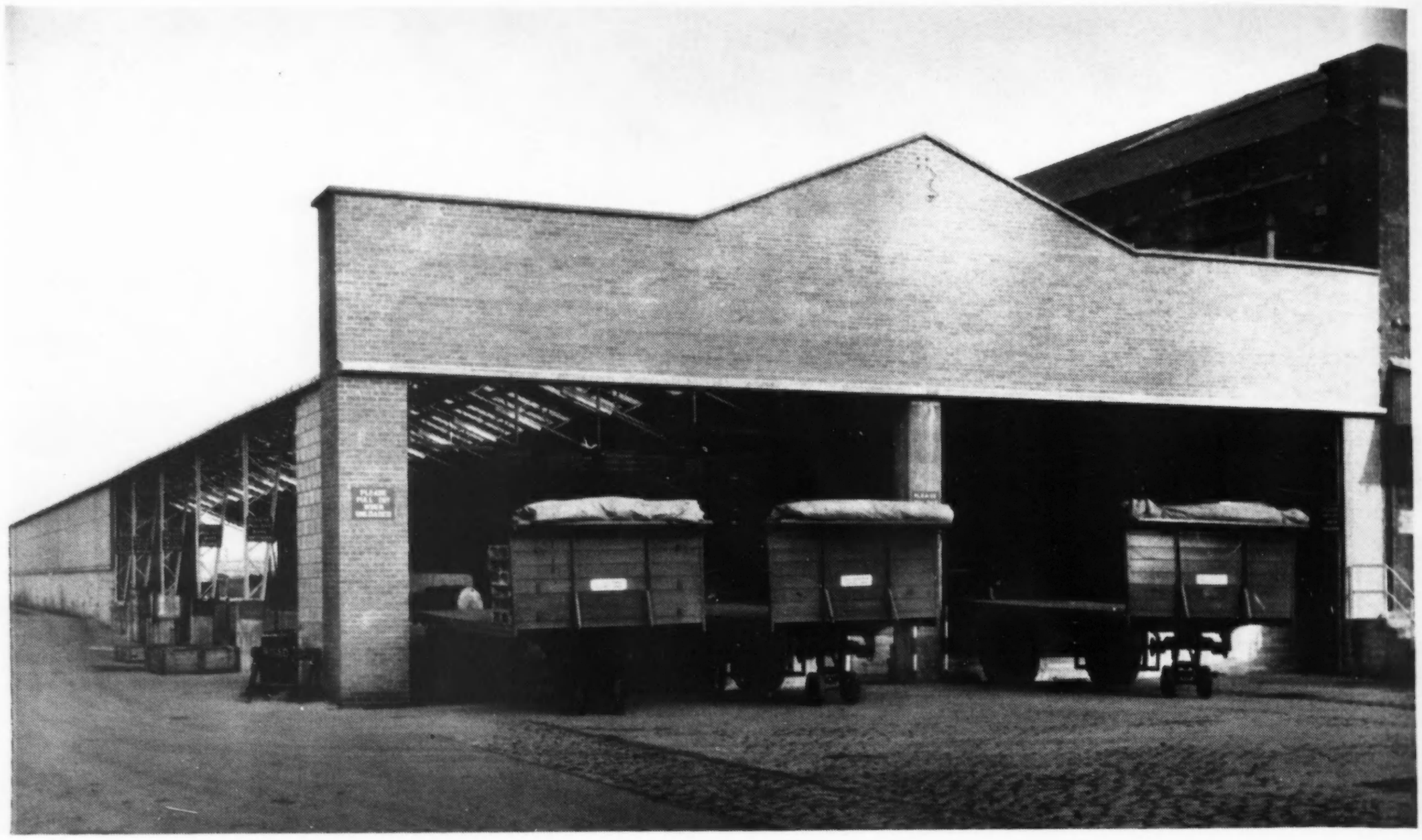

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Front cover photograph

Lord Netherthorpe (left foreground), past chairman of the British Productivity Council, and Mr. Jack Cooper (centre), deputy chairman of the British Productivity Council, listen as Mr. R. Granfield, a toolmaker, explains the Quality and Reliability League table at the Lucas Lamp factory, Shaftmoor-lane, Birmingham. Mr. Cooper, general secretary of the National Union of General and Municipal Workers, and Lord Netherthorpe, chairman of Fisons Ltd., were in a party representing BPC constituent bodies which visited three Lucas factories to see progress made by the group's Quality and Reliability Year, launched last autumn. Mr. Granfield is a member of the lamp factory QRY team. On the extreme left is Sir Norman Kipping, Director General, Federation of British Industries.

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HIGH SPEED GAS

BPC's objective is 'strong efficient British industry, always moving ahead'

By GEOFFREY H. JOLLY, MBE, Chairman of the British Productivity Council, Chairman of Combined English Mills (Spinners) Ltd., part of Viyella International.

ANY ARTICLE on the British Productivity Council must fall into three sections – what it is (or is not), what it has done, and what it plans to do.

To remove any possible misunderstanding, it should be said at the outset that the BPC is *not* Government-controlled although it is a grant-aided body; it has *not* the power to compel or coerce; it does *not*, like NEDC, advise Government economic action (nor would it ever seek to do so since it is strictly non-political, yet fully supported by the three main political parties); it is *not* involved in wage rates and working conditions.

But with these 'negatives' go some powerful positives:

The BPC is a unique body of employers and trade union organizations with a common aim – constantly to strive for higher productivity;

It is a *voluntary* council of the leaders of British industry – industry's own comprehensive organization for industry;

Its common purpose is efficient (and, therefore, profitable) industry which is essential to firms if they are to stay in business and to unions if there is to be full employment and improved living standards for their members and their families.

The BPC was formed, in November 1952, from the Anglo-American Council on Productivity. AACP, set up under the United States Marshall Plan, had as its constituent members the British Employers' Confederation, Federation of British Industries, Trades Union Congress and representatives of American management and unions. When AACP's activities ended, the BPC came into being with the American bodies 'replaced' by the Association of British Chambers of Commerce, National Association of British Manufacturers and the nationalized industries.

Thus, from its inception, the Council has been fully representative of both sides of industry. So it is now, though the Council has gone a long way since those formative days.

From the activities of AACP three directional guides emerged for the new BPC. These were:

The major influence which such an organization could exert was *on the climate of opinion* about productivity;

The way in which joint study of industrial problems by employers and employed, at all levels, had shown the way to a more positive approach;

There were very few techniques or examples of plant seen on team visits to the United States that were not already known and used in Britain; *the vital difference was the greater and wider readiness of United States management and unions to use modern techniques and to keep them constantly under review.*

It was in March 1953 that the BPC, with Sir Peter Bennett (later Lord Bennett of Edgbaston) as chairman opened its campaign 'to create a wider appreciation of the need for higher productivity and of the methods that lead to it.'

The Council then had 24 members. Today, it consists of 28 representatives of the original constituent bodies, plus four independently-nominated members. It has HRH Prince Philip, Duke of Edinburgh, as its Patron and more than 100 vice-patrons representative of industrial organizations and professional bodies which are continuing the full co-operation begun in National Productivity Year – to which I will refer again later.

Mr. S. A. Robinson (left), immediate past chairman of the British Productivity Council congratulates his successor as 1965 chairman, Mr. Geoffrey Jolly (centre). On the right is Mr. Jack Cooper, BPC deputy chairman for 1965. Mr. Robinson is general president of the National Union of Boot and Shoe Operatives; Mr. Jolly is executive chairman and managing director of Combined English Mills (Spinners) Ltd., part of Viyella International; Mr. Jack Cooper is general secretary and treasurer, National Union of General and Municipal Workers. The BPC chairmanship alternates yearly between employers and trade unions.

As it did in the beginning, therefore, the BPC continues to 'represent jointly management and workers in every type of industrial activity' and is concerned solely with stimulating the increase of productivity, not by general exhortation but by demonstrating, with practical examples, the benefits to be derived by *everybody* from the application of up-to-date methods and constant, critical self-examination.

This policy is reflected not only in the composition of the Council but in the annual alternation of the chairmanship between an employers' representative and one from the trade unions. Next year, for example, the present deputy chairman, Mr. Jack Cooper, general secretary and treasurer of the National Union of General and Municipal Workers, will succeed me as chairman.

It was early decided to set up local productivity bodies representative of both sides of industry, *voluntarily* contributing to further the cause of productivity.

In the initial period, there were 94 local productivity committees and associations formed mainly with the help of the regional

boards for industry. Today, there are 130 local productivity committees and associations. In 1953, there were two regional officers; now there are 16 covering England, Scotland and Wales, plus six productivity officers attached to selected LPCs and LPAs with more to be appointed in the near future.

But the essential, voluntary nature of our work remains undiluted. We all know the old saying that one volunteer is worth a dozen conscripts. That is certainly true of the BPC and its network of local committees and associations.

Our task is primarily one of communication. We must bring home to management the benefits of using modern techniques and of harnessing the technological know-how that is available to them. And, if it is management's responsibility to initiate progress, it is equally the responsibility of the employee to co-operate in putting modern methods into effect. This may involve change which, as HRH Prince Philip remarked at an NPY rally in London, is 'all right for the other chap but not for us.' The fact is that there can be no progress without change and it is *not* just something for the other fellow. Modern times demand up-to-date thinking and the sooner more of us realize the implications, the better.

There have always been opponents of change and, I suppose, there always will be. The favourite fallacy of the minority which opposes the campaign to raise productivity is that it is an attempt to induce harder work. In fact, increased efficiency aims at easing the job – whether in management or on the shopfloor, in a shop, on a farm, in local government or anywhere that physical or mental effort is required.

The BPC slogan of 'There's Always a Better Way' tells its own story of the constant, unremitting drive that will always be needed. We have been doing that for nearly 12 years. Four years ago, the work of the BPC and its LPC/As successfully passed the scrutiny of one of the toughest of examining bodies, i.e. the House of Commons Select Committee on Estimates. This Committee of MPs reported that it was 'impressed by the volume and scope of the Council's activities and by the importance of its aim of developing and maintaining, in the various and changing circumstances of industrial life, a more positive attitude of mind, in industry at large, towards productivity.'

The Select Committee was impressed also by the extent of the voluntary effort. It had been told by Mr. G. H. Andrew, then second secretary (general) Board of Trade: 'The impact that the Council has made on industry in view of the relatively small sums spent since they came into being has been considerable . . .'

.National Productivity Year (November 1962 to November 1963) undoubtedly set the seal on ten years' work by the BPC. Almost certainly, for the first time in Britain's industrial history, more than 100 organizations, professional and industrial, were brought together – with the BPC as the co-ordinating body, at their request.

The year 'concluded' with a conference at Eastbourne having as its theme 'Productivity – the Next Five Years.' It was a conference of more than 1,200 representatives, not only of manufacturing industry but of farming, education, retailing and local government.

As Lord Netherthorpe, chairman of the BPC who presided at the final plenary session pledged, the lessons of NPY were to be carried on into the future. The five main streams – Production, Education and Training, Research, Retailing and Marketing – were to maintain and, if possible, to increase the impetus given by the Year.

So it has been, particularly in the fields of marketing and quality and reliability, on which a number of follow-up conferences have been held. The Retailing Committee, too, is geared for action, in what is not the easiest of operations because of the wide variety of interests involved.

A survey of NPY, made by an independent market research organization, showed that one firm in four, equivalent to some 13,000 firms in manufacturing industry were helped by NPY. Of managements who said that NPY had helped their firms, 54 per cent specified production methods, 42 per cent general cost reduction, 33 per cent training schemes, 27 per cent quality and reliability control and 24 per cent office methods, as the main points at which benefits had been felt. In all, NPY schemes adopted covered firms employing a total of six million employees, about one-quarter of the total labour of the country. In addition the LPC/A's organized 2,400 events – conferences, discussion and study groups, factory visits, demonstrations, exhibitions.

NPY also resulted in an almost immediate increase of 30 per cent in the number of firms actively supporting the LPC/As. This, and a widening of other activities – in marketing, retailing, and farming, for example – made it necessary to increase the number of regional officers from 11 to 16 and to reduce the size of the regions the better to cope with this intensified activity. The Board of Trade, as impressed by NPY as the Select Committee had been by the BPC's earlier work, increased the BPC's grant for 1964/65 by £94,000 approximately, to just under £270,000. In addition, there are the contributions by the sponsoring bodies and it has been estimated that assistance by firms and organizations in kind (loan of staff specialists, accommodation, etc.) is worth something like £70,000.

The NPY survey, to which I have referred, showed that even the best firms can be better. The best in British industry is as good as any in the world, and better than some, but NPY also showed that there were many firms which could benefit by application of the latest techniques but, for one reason or another, were not doing so. To reach these firms is the aim of much of our future endeavour.

Particularly is this so in the case of the smaller firms, some of which shrug their managerial shoulders and say: 'We cannot afford these new-fangled methods.' We have to show them that they cannot afford *not* to!

Bringing the smaller firms into our orbit is, perhaps, the biggest task, numerically and physically. Often, as I have said, there is resistance to change on financial grounds; too often, management has not recognized that change is needed – and can be effected – for the benefit of firm and employees.

Once the need for change is demonstrated, it is our experience that the managements concerned *do* want to take action. But they need help or, at least, advice. This is where the LPCs and LPAs in many areas are doing a sterling job – with, for instance, discussion clubs for the smaller firms, and study groups where problems can be aired and solutions evolved.

These are some of the ways in which smaller firm managements can get valuable guidance on a do-it-yourself basis. At least, they can be made aware that their problems have a solution and that, usually, the solutions pay for themselves in a very short time.

Generally, the problems which beset smaller firms are 'growing pains'. In the beginning the 'management' were the producers, too. Business prospered and the load on the 'working managers' increased to the point where something had to suffer. Invariably, it has been the management side because those who should be managing are expert engineers, say, but have no training in management. And they do not always recognize this.

Many firms are efficient in the sense that they produce value-for-money goods of quality and reliability and meet delivery dates. There is a natural tendency to feel a satisfaction that may not be wholly justified – as participation in an interfirm comparison scheme might well show. It was to provide a 'yardstick' by which a firm might measure its efficiency against others that the BPC and the British Institute of Management set up in 1959, the Centre for Interfirm Comparison. It is fact that, even in firms with very good records, weak spots in their process, or organization, have been revealed by the CIFC. (I must emphasize that all information is confidential and names of firms are never revealed.) But management ratios often result in some shaking disclosures of inefficiency where none was suspected!

Locally, the LPC/As organize circuit schemes – visits to factories to see how problems have been solved or, as often happens, to suggest from experience how a persistent problem can be overcome. Similarly, the specialist study groups frequently benefit the host firm as well as themselves.

Now, the productivity officers appointed in areas of highest industrial concentration are also available, under the guidance of

an LPC/A panel, to assist particularly with the needs and problems of smaller firms. The LPC/A programme can then be adapted or such firms can be referred to other services. Although these are early days in this field, there have been encouraging results which show that this will be a valuable service if firms will only make known their needs.

While the LPC/As are largely autonomous, the headquarters staff of the BPC, under the Director, Sir Charles Norris, provides essential servicing through its sections concerned with Development, Work Study Unit, Information and Publications, Films and Visual Aids and Education.

The Development Section is fully engaged in following-up the impetus of NPY and, this heavy responsibility apart, has considerably stepped up the number of seminars – from 64 in 1962/63 to 81 in 1963/64 and still more this year.

The Work Study Unit, organized 151 lectures, courses and conferences to foster wider understanding of work study and allied techniques, last year. These events included specific courses for senior management, shop stewards and work study officers in firms in addition to assistance to the TUC on its courses.

The BPC's monthly industrial newspaper *Target*, which has a controlled circulation of 95,000, regularly publishes case histories which are documented, proven examples of the effectiveness of such management techniques as Quality and Reliability, Critical Path Analysis, Value Analysis, Organized Cost Reduction, Planned Maintenance, Variety Reduction, Low Cost Automation, Modern Marketing and others, which form an edifice of efficiency with Work Study as its firm foundation.

The BPC publications catalogue lists more than 100 publications with yearly sales topping 16,000; one publication, *Better Ways*, has sold more than 40,000 copies and has become almost a textbook in technical colleges.

Bookings of the BPC's 47 films during the financial year 1963/64 were 7,300, representing an approximate increase of 10 per cent on the previous year; this represents about one-quarter of the total loans made from the entire industrial section of the Central Film Library. For the fourth successive year, the six most heavily-booked films in the industrial section of the Central Film Library were all BPC productions.

Ideally, the BPC would work itself out of a job, eventually, though it is unlikely that it ever will. There is always a better way and today's best will surely be superseded tomorrow.

But if there is no standing still for industry, neither can there be for the BPC. HRH Prince Philip, in a foreword to the BPC Annual Review for 1963/64, wrote:

> 'I have agreed to be Patron of the British Productivity Council because I believe the Council is one of the most valuable means of bringing the methods and techniques which can raise productivity to the notice of all the enterprises which can benefit from them. No organization can hope to remain efficient for long unless it is constantly searching for new ways to improve its productivity . . . '

Joint endeavour is the essential and the BPC will continue to work in the closest co-operation with all those organizations which share its objective of a strong, resilient, efficient British industry always moving ahead.

East Midlands Economic Planning Board Chairman

THE DEPARTMENT of Economic Affairs announce the appointment of Mr. J. W. Farnsworth as chairman of the East Midlands Economic Planning Board.

Mr. Farnsworth has taken up his duties with the Department of Economic Affairs on transfer from the Ministry of Pensions and National Insurance in Nottingham.

The address of the East Midlands Economic Planning Board is Commerce Chambers, Upper Parliament Street, Nottingham. Tel. Nottingham 47551.

Chancellor's statement on the Bank Rate and hire purchase

THE FOLLOWING statement by the Chancellor of the Exchequer, Mr. James Callaghan, was made to the House of Commons on June 3:

'As the House knows, the Governor of the Bank of England wrote to the banks and other financial institutions last month, requesting them to limit the increase in credit granted by them during the 12 months ending in March 1966 to an annual rate of 5 per cent. I have been assured that this request will be observed by those to whom it was addressed, but in order to ensure that the control is generally effective the Government have decided on some tightening of the statutory controls over the field of hire purchase and rental arrangements.

'My right hon. Friend the President of the Board of Trade has therefore today made two Orders. In the case of hire purchase and credit sale, where the minimum deposit has been 20 per cent, this is increased to 25 per cent, and where it has been 10 per cent it is increased to 15 per cent, with certain exceptions. Similar provisions have been made for hiring agreements.

'This will close a gap in the credit structure and so help to prevent consumption eating into the resources that are needed for exports and investment. The continuing control of the credit situation, and the recent substantial strengthening of our gold and dollar reserves, enable the nation to secure the advantages that accrue from a reduction in short-term interest rates. The 7 per cent Bank Rate involved a considerable cost to the balance of payments and to the Budget, and weighed heavily on industry as well as the individual citizen. Therefore I have agreed with the Bank of England that Bank Rate should be reduced from 7 per cent to 6 per cent.'

Following this announcement of alterations in hire purchase and control of hiring arrangements, the Board of Trade issued the following three Orders:

The Hire Purchase and Credit Sale Agreements (Control) (Amendment) Order, 1965 (SI 1965) No. 1214).

The Control of Hiring (Amendment) Order 1965 (SI 1965 No. 1215).

The Hire Purchase and Credit Sale Agreements (Control) (Amendment No. 2) Order, 1965 (SI 1965 No. 1228).

Copies of the three Orders are available from HM Stationery Office, Kingsway, London, W.C.2, and branches, price 3d. each (by post 6d. each).

Bank Holiday dates in 1967 and 1968

ANSWERING a written question in Parliament on June 3, Mr. Douglas Jay, President of the Board of Trade, announced the dates for bank holidays in 1967 and 1968. He said: 'The dates of the spring and late summer bank holidays will be May 29 and August 28 in 1967, and June 3 (Whit Monday) and September 2 in 1968. The bank holidays replaced in Scotland by those bank holidays in May and June will be, of course, the Scottish bank holiday on the first Monday in May.'

Note:

These 1967 arrangements will continue the former Government's experiment of moving the August Bank Holiday to the last Monday of the month, and adopt the course with respect to the spring holiday which the former President of the Board of Trade foreshadowed in his statement to the House of Commons on March 4, 1964.

In 1968 the calendar setting will be slightly different; the nearest Mondays to the end of the month will not be the last Mondays in May and August but the first Mondays in June and September. As it happens that Monday, June 3, will be Whit Monday, there will be no move of the Whitsun Bank Holiday in 1968; but, instead of the first or the last Monday in August, the date for the late summer bank holiday will be Monday, September 2, 1968.

As already announced, the August Bank Holiday this year will fall on Monday, August 30, and next year on Monday, August 29.

Jute Controller

FOLLOWING the contraction of the work of the Jute Control as a result of last autumn's changes in the arrangement for importing iute goods, Mr. A. Bruce Ferguson, retired from his position as Jute Controller on May 31. He has, however, agreed to act as honorary Jute Controller on a part-time basis as from June 1, 1965.

NEDC June meeting

THE NATIONAL Economic Development Council met on June 2 under the chairmanship of Mr. George Brown, First Secretary of State, and Minister of State for Economic Affairs.

On the '1970 Plan' the First Secretary gave a further report on the stage which had been reached in drawing up the national plan for economic development. The forecasts were now being checked for consistency with each other and the problems and policy issues arising were being considered. Detailed discussions had taken place between the Department of Economic Affairs, the National Economic Development Office and the industries concerned about the replies to the questionnaire. There would be a further discussion of the progress of the plan at the Council's meeting in July.

The Council considered a paper analysing the labour supply situation as it affected manpower supply. This showed that the rate of increase in the working population would be slower than in the past. Gains could be achieved by reducing unemployment in particular areas and by raising activity rates, but there would remain a gap between the forecast supply and demand for labour which would have to be filled by faster increases in productivity.

The Council noted that as part of the plan inquiries, further consideration was being given by industries to their likely manpower needs and to means of securing more efficient use of labour. The Council stressed the importance of increased investment as a means to higher productivity and to bridging the manpower gap which was foreseen.

The Council considered a first background report prepared by the Office on recent developments in the field of productivity, prices and incomes. They noted the connection between the upward movement of prices and the rise in wages, salaries, profits, dividends and import costs as well as the impact of measures in the Budget. A number of encouraging signs were also noted; in particular, that prices of materials had been stable for the past six months and that there was a prospect that import prices would tend to fall.

The Council agreed that an effective prices and incomes policy required particular attention to be given to the stepping up of productivity. There was agreement that it was of the highest urgency that all interests represented on the Council should press forward to achieve maximum efficiency in production and to remove bottlenecks to further increases in output.

Insofar as measures are needed to moderate growth of personal consumption in order to make additional resources available for exports and productive investment, it was desirable to explore ways of doing so which avoided direct increases of prices, e.g. methods of stimulating new savings.

The need for management to make every effort to avoid price increases in all sectors of the economy was emphasized as was the responsibility of management and unions to do everything possible to avoid inflationary income settlements and to achieving those solutions which made a positive contribution to the productive process.

The Council considered a report on imports of manufactured goods. Based on inquiries made of industry through the EDCs and in other ways, the paper examined the reasons for the increase in imports in recent years as given by users of imported goods and by United Kingdom producers of competing products. The paper also reported the action being taken or advocated by representatives of United Kingdom producers to improve their industries' competitiveness with imports.

Varying reasons were given for rising imports. The main conclusion which emerged was the need for additional investment to increase efficiency and expand capacity. Measures which EDCs or particular industries put forward for improving the position included methods of reducing costs, the reform of traditional working methods, the possibilities of rationalization, more attention to design and marketing and increased research and development into new and improved products. Suggestions made by industries for Government action include the desirability of more effective investment incentives; of management of demand so as to avoid sharp changes in demand pressures in particular industries; the use of Government purchases and development contracts to further technological advance and standardization; and proposals in the field of commercial policies.

The Council agreed that the report should be published.

Appointments to COMET

THE FOLLOWING new members of the recently reconstituted Committee for Middle East Trade (COMET) were announced by the Chairman of COMET Sir Edwin Chapman-Andrews, in London on June 3:

Chairman: Sir Edwin Chapman-Andrews, Director, Massey-Ferguson (Export) Ltd.

Members: Mr. W. David Brown, Director, BP Trading Ltd.; Sir Duncan Cumming, Chairman, Export Development Services Ltd.; Colonel F. T. Davies, Director, Pressed Steel Co.; Mr. L. S. Davis, Director, W. J. Fraser & Co. Ltd.; Sir Charles Denman, Director, Tennant Guaranty Ltd.; Sir Charles Duke, Director-General, The Middle East Association; Mr. P. P. Dunkley, Director, Mitchell Cotts Group Ltd.; Mr. Michael Gibb, Partner, Sir Alexander Gibb & Partners; Sir Arnold Lindley, Chairman, Engineering Industry Training Board; Mr. C. E. Loombe; The Hon. Brian Rootes, Director, Rootes Motors Ltd.; Colonel P. McA. Sinclair, Director, Richard Costain Ltd.; Mr. A. C. Smith, Deputy Managing Director, G. & J. Weir Ltd.; and Mr. C. W. Wentworth-Stanley, Director, English Electric Export & Trading Co. Ltd.

Representatives of Government Departments:

Mr. R. S. Crawford, Assistant Under-Secretary of State, Foreign Office; Mr. A. E. Welch, Under-Secretary, Board of Trade.

Secretary:

Mr. H. M. Thomson.

COMET, formerly the Council For Middle East Trade and formed in January 1963, became an Area Committee of the British National Export Council on April 1, 1965.

Swiss Hospitals Mission to Britain

A GROUP of Swiss hospital and medical experts who were visiting Britain from May 30 to June 5 as guests of the British Hospitals Export Council in conjunction with the British National Export Council and the Export Council for Europe, attended a reception at the British Hospitals Export Council on June 4.

The mission, who had highly specialized interests and included the directors and senior officers of many of the leading teaching and non-teaching hospitals, together with senior representatives of the Swiss Army Medical Services, Swiss Hospitals Association and the Swiss Medical Press, had been studying the methods, technique and equipment used in the United Kingdom. The delegates were: Hr. Dr. Kohler, Kantonsspital, Zurich, leader of the delegation; Hr. J. Eberhard, Kinderspital, Zurich; Hr. Dr. Alder, Kantonsspital, Aarau; Hr. Dr. H-P. Jung, Kantonsspital, Munsterlingen; Frl. Thea Märki, Inselspital, Berne; Hr. Schlegel, Klinik Balgrist, Zurich; Hr. Prof. Dr. Stucki, 'Praxis' Medical Journal, and Hr. Oberst Wiesendanger, Army Medical Services.

Customs hints for travellers

HM COMMISSIONERS of Customs and Excise have published a new leaflet containing advice to travellers going abroad for holidays or other short visits. This sets out the duty-free concessions that are available to passengers and gives suggestions designed to speed-up the process of baggage clearance.

The leaflet 'What Can I Bring Back Through the Customs?' (Customs Notice No. 293), may be obtained from travel organizations, from Customs offices at ports or airports, or from Customs headquarters in London.

The Commissioners also remind motorists that Form XS 29c has been discontinued. A Customs temporary exportation document is *no longer required* for vehicles temporarily exported from Great Britain.

ECGD liability in first quarter

DURING THE quarter ended March 31, 1965, the Department assumed liability:

(a) Under Section 1 of the Export Guarantees Act, 1949-64, up to a maximum of £125,286,543 in respect of guarantees amounting to £214,705,569;

(b) under Section 2 of the Export Guarantees Act, 1949-1964, up to a maximum of £35,844,652 in respect of guarantees amounting to £42,873,403.

Modern softwood mill opened in South Wales

DESCRIBED as 'the most modern sawmill plant in Europe', the mill of E. C. Timber Ltd., at Senghenydd, near Caerphilly, South Wales, was officially opened by Mr. G. O. Roberts, Minister of State for Wales, on May 28.

Mr. W. C. Porter, chairman of the company, explained that the aim was to reduce imports of softwoods required for the manufacture of sheds and fencing, also cases, pallets and stillages for industry. Visits were paid to the Continent to see the latest methods used in large sawmills in Scandinavia, France, Germany and Belgium, with a view to adopting the best ideas and improving on them where possible. 'We are glad,' added Mr. Porter, 'to have found a British supplier of the main machinery we needed – Stenner of Tiverton Ltd.'

The new mill is located over an old colliery. The input of logs begins at the rate of 400,000 cubic feet a year. A night-shift will shortly increase this to 600,000 cubic feet to complete phase one of the project.

Industrial expansion in Tonyrefail

THE BOARD OF TRADE announce that approval has been given for the building of an extension of 24,000 sq. ft. to the factory at Tonyrefail leased to the Royal Worcester Industrial Ceramics Ltd. The Industrial Estates Management Corporation for Wales, as agents to the Board of Trade, will be responsible for building the extension.

The company, who manufacture industrial ceramics, have been in occupation of a Board of Trade factory at Tonyrefail for some 17 years and at present provide employment for over 400 people. It is anticipated that the extension will provide additional employment for about 100 workers in the Tonyrefail area which was restored to the active list of Development Districts in March of this year.

Instant photograph company chooses Dunbartonshire

THE Polaroid Corporation of Massachusetts has signed a lease to take over the 50,000 sq. ft. Board of Trade advance factory at the Vale of Leven Industrial Estate in Dunbartonshire. The build-up of its production organization is to begin immediately, and recruitment of labour will follow within a few months. Within the next two to three years the company expects to be employing a work force of 200 (150 men and 50 women) on the production of its ultra-fast, self-developing photographic film, and does not rule out future additional expansion.

Removal from the Register of an Agreement under Section 12

THE BOARD OF TRADE have given a direction to the Registrar of Restrictive Trading Agreements under Section 12 of the Restrictive Trade Practices Act, 1956, authorizing him to remove from the Register particulars of an agreement between the members of the Association of Bronze and Brass Founders.

Section 12 of the Act provides that the Board of Trade may, upon representations from the Registrar, give directions authorizing him to remove from the Register particulars of such agreements of which particulars are for the time being entered therein as appear to the Board to be of no substantial economic significance.

Section 12 (3) of the Act requires the Board of Trade to lay before each House of Parliament a statement containing particulars of the agreement to which the direction relates, and this was done on June 3.

Notes: The agreement to be removed from the Register concerns certain recommended conditions of sale of bronze and brass castings.

Seventy-five previous directions have been issued by the Board of Trade under Section 12. The last direction appeared in the *Board of Trade Journal* on May 28, page 1185.

RPA—list No. 4 of classes of registered goods

THE REGISTRAR of Restrictive Trading Agreements has made the fourth list of classes of goods of which particulars are entered in the register kept by him under Section 6 of the Resale Prices Act, 1964. The previous lists were published in the *Board of Trade Journal* on February 19, page 384, April 2, page 125, and May 7, page 1001.

Note – The purpose of these lists is to define the goods which are excluded from the general ban on the maintenance of minimum resale prices, which came into effect on April 30, until the Restrictive Practices Court has decided whether or not they are to be exempted goods for the purposes of the Act. All goods covered by the descriptions in the lists – not only goods supplied by the firms who registered them – are so excluded. The fact that any goods are included in a list does not mean that all those goods are subject to resale price maintenance; it only means that suppliers may maintain prices if they wish.

This list completes the classification of goods registered under the Act. No further lists will be issued unless it becomes necessary to rectify any errors in or omissions from the existing lists.

List No. 4 of Classes of goods of which particulars are entered in the register

THE REGISTRAR of Restrictive Trading Agreements in pursuance of subsection (4) of Section 6 of the Resale Prices Act, 1964, hereby publishes the following list of classes of goods of which particulars are entered in the register kept by him under that section:

	Brussels Nomenclature
Products for use in dentistry, the following:	
Silica solvents, being hydrofluoric acid crystals; sodium carbonate sterilizing solutions; sodium silicate separating media; cleaning powders; tartar disclosing solutions	28.13 28.42 28.45 34.05 38.19
Rubber materials used in the manufacture of dentures and dental appliances (including models)	40.02
Rug wool, put up for retail sale	53.10
Matrix bands of base metal for use in dentistry	76.93
Watering cans of steel	73.38
Pewter tankards	80.06
Handles of base metal for interchangeable saw blades, whether or not capable of holding other tools	82.02
Hand tools, being plaster and investment mixers	82.04
Welding rods, coated or cored with flux material, for use in dentistry	83.15
Appliances and apparatus for use in dentistry, the following:	
Air motors; casting machines; parts of the foregoing classified under any heading of the Brussels Nomenclature; sand blasters and parts thereof; gas-operated blow pipes; moulds for artificial teeth and crowns; water dispensers; electro-formers, being electric plating devices for forming models	84.08 84.21 84.43 84.50 84.60 85.22 90.24
Parts and accessories for dental lathes	84.48
Dotting scribers for use with polyester drafting, scribing or stripping materials	85.05
Testers for photographic flash and lighting equipment	90.28
Base plates for dentures, of wax or natural resins	95.08

INTERPRETATION

Where a heading of the Convention on Nomenclature for the Classification of Goods in Customs Tariff (Cmnd. 1070) (commonly known as the Brussels Nomenclature) is specified in relation to any class of goods that class does not comprise goods which do not fall within the heading specified, having regard to the rules and notes for the interpretation of the Nomenclature, unless the contrary is stated.

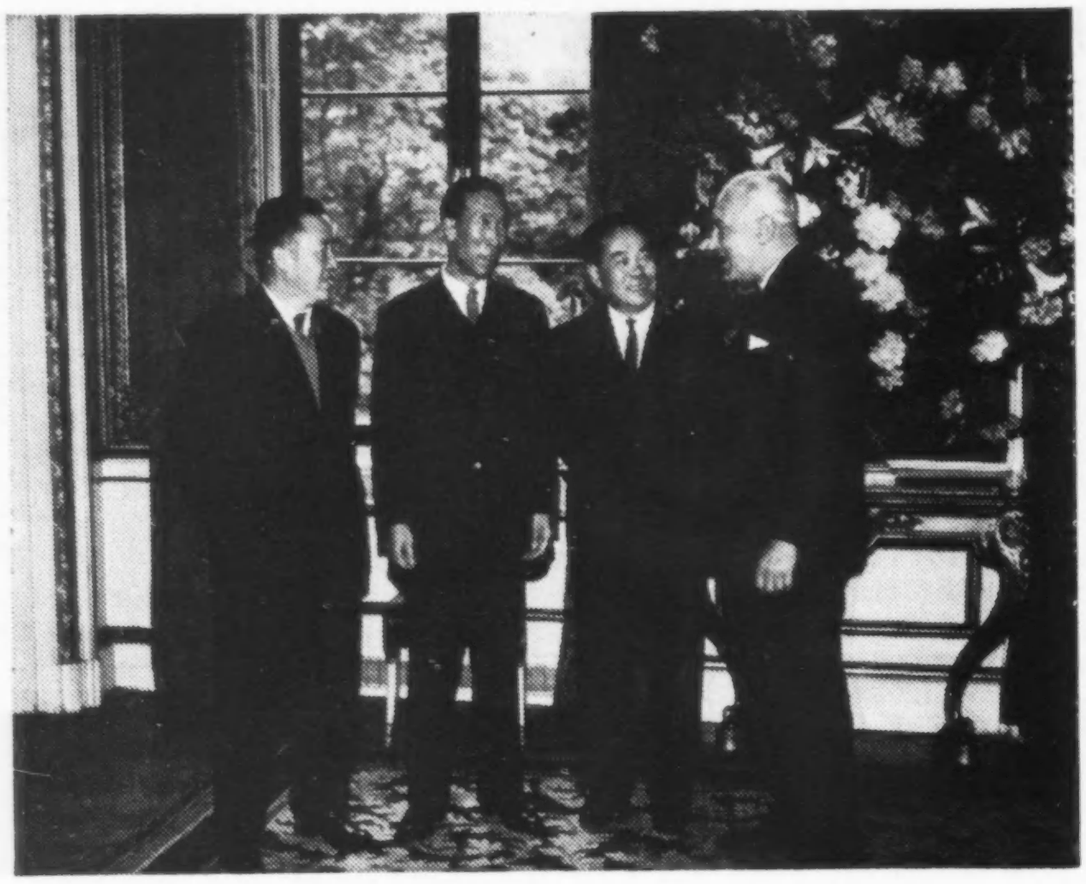
The description of any goods in the first column of the List shall be taken to include cases, boxes and similar containers normally sold therewith if such containers (being imported with the goods) would fall within the heading of the Brussels Nomenclature specified.

Soviet's firm inquiries for British ships

A GROUP of shipbuilders representing four British shipyards have returned from the USSR following a visit to discuss at first-hand with Sudoimport, the state ship purchasing organization, the types and numbers of ships for which the Russians are likely to be placing orders.

The group returned with inquiries for a wide variety of vessels, including bulk carriers, tankers, cargo ships, refrigerated vessels, survey and weather ships and trawlers. United Kingdom credit terms were found to be satisfactory.

The yards concerned are now preparing quotations. Further negotiations will then follow, and it is hoped that these will lead to firm orders.



Members of a Chinese Diesel Traction Engine Technical Research Mission have been visiting Britain. Seen here with Mr. E. C. Redhead, Minister of State (Overseas), Board of Trade (right), at a reception at Lancaster House on June 2 are (left to right): Mr. Tsao Chung-shu, Director of the China National Metals and Minerals Import and Export Corporation; Mr. Shih Yu-yung, adviser of the China National Technical Import Corporation and leader of the Diesel Traction Engine Technical Research Mission; and Mr. Li Meng-hou, Commercial Counsellor, office of the Charge d'Affaires of the People's Republic of China.

Performing Right Tribunal: Application by Isle of Man Broadcasting Co. Ltd.

'SHORT PARTICULARS' of the decision given by the Performing Right Tribunal in Douglas, Isle of Man, on May 29, 1965, in the case of the application by the Isle of Man Broadcasting Co. Ltd., are given below:

The Performing Right Tribunal publish the following short particulars of the decision in relation to the application of Isle of Man Broadcasting Company Limited ('Manx Radio' for short) for a licence in a case not covered by a licence scheme, in which it is alleged that the charges, terms or conditions subject to which the licensing body (Phonographic Performance Limited, to be called 'the PPL' hereafter) propose that the licence should be granted are unreasonable. Manx Radio further seeks an order declaring that it is entitled to a licence on such terms and conditions and subject to such charges as the Tribunal may determine to be reasonable in the circumstances.

The terms proposed by the PPL are as follows, that is to say:

(1) That Manx Radio should be granted a licence for a term of one year from June 8, 1964 (the date on which it in fact began to broadcast) on condition that the time devoted to the broadcasting of copyright records in the repertoire of Phonographic (known as, and hereafter called, 'needle time') should not exceed one fifth of the total broadcasting time used by its station.

(2) That no record subject to the licence should be broadcast more than twice in each period of 24 hours nor more than ten times in each week.

(3) That the charges for a block licence to broadcast any record in the repertoire of Phonographic on the above terms should be at the rate of 5 per cent of 85 per cent of the gross advertising revenue of Manx Radio.

During the course of the hearing, the PPL offered to extend the proposed period of the lic nce to correspond with the length of a licence to be granted to Manx Radio by the Postmaster General, i.e. to expire provisionally on July 12, 1968, at the same time increasing the rate to 8 per cent of 85 per cent.

At the conclusion of the hearing, Manx Radio offered to pay the PPL charges at the rate of 1¼ per cent of their net advertising revenue after deducting advertising agents' commission (if any) not exceeding 15 per cent for the period June 4, 1964 to July 11, 1965, and for each subsequent year expiring July 11, such charges to be subject to the rebates specified in an agreement made between Manx Radio and The Performing Right Society.

The British Broadcasting Corporation and the Musicians' Union each intervened in the Application as 'interested parties'. The former supported the proposals of the PPL, in particular on the ground that it would be unreasonable for Manx Radio to be accorded more needle time that that which the Corporation itself enjoyed, and on the further ground that a commercial broadcasting station might lower the standard of the programme which the Corporation was bound to maintain. The Musicians' Union was opposed on principle to any extension of broadcasting on records as damaging to the livelihood and ultimately to the existence of a sound musical profession.

The Tribunal came to the conclusion, notwithstanding the various objections raised to the application, that the terms and conditions proposed by the PPL were in part unreasonable, and made an order declaring that Manx Radio is entitled to a licence on the following terms and conditions and subject to the following charges which the Tribunal determined to be reasonable in the circumstances, that is to say:

(1) Manx Radio shall be entitled to broadcast on copyright gramophone records in the repertoire of Phonographic during one half of their total weekly broadcasting time, subject to a maximum period of 42 hours in any single week.

(2) No such record shall be played more than twice in each period of 24 hours nor more than ten times in any week.

(3) The following charges shall be payable to Phonographic:
   (a) Up to July 12, 1965, in view of the trivial amount involved, the Tribunal do not propose to disturb the charge of 5 per cent of 85 per cent on gross advertising revenue, as offered by Phonographic.
   (b) Year ending July 12, 1966, 6 per cent of 85 per cent on gross advertising revenue.
   (c) Year ending July 12, 1967, 7 per cent of 85 per cent on the like.
   (d) Year ending July 12, 1968, 8 per cent of 85 per cent on the like.

(4) The above terms and conditions and charges shall remain in force as is herein set out until July 12, 1968, after which no further broadcasting by Manx Radio on copyright records in the repertoire of Phonographic will be lawful other than by agreement with Phonographic or a further order of the Tribunal.

The PPL were ordered to pay to Manx Radio three-fifths of their general costs of the Application and the BBC was ordered to pay to Manx Radio one-fifth of their general costs.

A copy of the Decision may be inspected at the offices of the Tribunal, 24 Kingsway (6th Floor), London, W.C.2. during office hours (10 a.m. to 4 p.m. Mondays to Fridays).

New references to the Monopolies Commission

ANSWERING A Parliamentary Question on June 3, Mr. Douglas Jay, President of the Board of Trade, announced that he proposed to make four new references to the Monopolies Commission relating to the supply of:

(a) flat glass
(b) rayon and other cellulosic fibres
(c) aluminium semi-manufactures
(d) electrical wiring harness for motor vehicles

In the case of (c) and (d) the references would relate to alleged monopoly practices specified in the references. (See Note 5 below.)

Notes:

1. The Monopolies Commission was set up by the Monopolies and Restrictive Practices (Inquiry and Control) Act, 1948.

2. The Board of Trade are empowered to make references to the Commission where it appears to them that monopoly conditions prevail. The more important examples of monopoly conditions defined in the legislation are:
   (i) where at least one-third of all the goods of a particular description which are supplied in the United Kingdom are supplied by, or to, one firm, or two or more firms forming part of a group;
   (ii) where several firms, who together supply one-third or more of goods of a particular description, are so conducting their affairs as to restrict competition in the supply of the goods in question (provided that there is no registrable agreement between them which would bring the matter within the scope of the Restrictive Trade Practices Act, 1956). These situations are commonly referred to as 'oligopoly' situations.

3. Section 6 (2) of the Monopolies Act permits the Board of Trade to frame a reference so as to require the Monopolies Commission, where they have established the existence of monopoly

conditions, thereafter to confine their investigation to particular practices specified in the reference. The Commission are required to investigate whether such practices are followed 'as a result of or for the purpose of preserving' monopoly conditions, and, if so, whether they operate or may be expected to operate against the public interest.

4. The decision to make a reference to the Monopolies Commission does not in any way prejudge the question of whether or not any aspect of the monopoly conditions or practices operates against the public interest. It is for the Monopolies Commission to consider where the public interest lies in the light of a thorough investigation into the facts.

5. The exact terms of the four references will not be made public until they are sent to the Monopolies Commision. It is normal practice for the industries concerned to have an opportunity to comment before the terms of reference are finaliy settled.

6. The published references on aluminium semi-manufactures and electrical wiring harness will specify the alleged monopoly practices into which an investigation is desired.

7. The Monopolies Commission has just completed an investigation into the solus sites system of retail sale of petrol, and the President of the Board of Trade has announced that this will be laid before Parliament as soon as possible. Before this can be done, the Board of Trade, in pursuance of their functions under Section 9 of the Monopolies Act 1948, must consider whether it would be contrary to the public interest to publish any part of the report.

8. The Monopolies Commission already have the following references before them:

(a) the supply of household detergents;
(b) the supply and processing of colour film;
(c) the supply of cinema films.

£10,000 for marine engine study

THE MINISTRY OF TECHNOLOGY has placed a £10,000 contract to be completed within six months with the Yarrow-Admiralty Research Department for an investigation into the potential economic and technical advantages of medium speed diesel engines burning heavy fuel for the propulsion of ocean-going merchant ships.

These engines, smaller in weight and volume than the traditional direct coupled diesels, could provide shipowners with extra cargo capacity at reduced capital cost. The study will pinpoint the areas where further research and development is needed.

Dr. R. Hurst, Director of British Ship Research Association, will chair a committee to advise the Research Department on the project.

Prevention of Fraud (Investments) Act, 1958

Dealers in Securities

THE FOLLOWING changes have taken place during May in the lists of Exempted Dealers in Securities under Section 16 of the Act:

Additions:

Bradford Insurance Company Ltd., Insurance Buildings, Peckover Street, Bradford, 1.

Deletions:

Hill, Higginson, Erlangers (Philip Hill, Higginson, Erlangers Ltd.), 34 Moorgate, London, E.C.2.

Rye & Winchelsea Savings Bank, Bank Chambers, Rye, Sussex.

Changes of Address:

British Trusts Association Ltd., 39 King Street, London, E.C.2.

General Mining and Finance Corporation Ltd., Friars House, 39/41 New Broad Street, London, E.C.2.

Authorized unit trust schemes

THE FOLLOWING changes have taken place in the list of unit trust schemes authorized under Section 17 of the Act, and published in Part V of the 1965 Particulars of Dealers in Securities and of Unit Trusts.

Group and/or Name and Address of Management Company	Name of Scheme	Name and Address of Trustee
Additions:		
Castle Unit Management Company Limited, 4 Angel Court, London, E.C.2.	Castle Technical Development Units.	Midland Bank Executor & Trustee Company Limited, Poultry, London, E.C.2.
Commonwealth Group, 9 St. Helens Place, Bishopsgate, London, E.C.3. A.E. & G. Trust (Managers) Limited.	Commonwealth Group Export Unit Trust.	Midland Bank Executor & Trustee Company Limited, Poultry, London, E.C.2.
Commonwealth Unit Trust Fund(Managers)Limited.	World Wide Unit Trust	Midland Bank Executor & Trustee Company Limited, Poultry, London, E.C.2.
Ebor Securities Limited, Portland House, 73 Basinghall Street, London, E.C.2.	Ebor Commodity Share Unit Trust.	Westminster Bank Limited, 41, Lothbury, London, E.C.2.
Hodge Unit Trust Managers Limited, Summit House, 9-10 Windsor Place, Cardiff.	Hodge Export Industries Unit Trust.	Lloyds Bank Limited, 71 Lombard Street, London, E.C.3.
Hodge Unit Trust Managers Limited, Summit House, 9-10 Windsor Place, Cardiff.	Hodge Power Unit Trust	Lloyds Bank Limited, 71 Lombard Street, London, E.C.3.
Jessel Securities Limited, 16 Finsbury Circus, London, E.C.2. Retirement Income Unit Trust Managers Limited.	Retirement Income Unit Trust.	Midland Bank Executor & Trustee Company Limited, Poultry, London, E.C.2.
London Wall Group of Unit Trusts Limited, 56 Copthall Avenue, London, E.C.2.	London Wall Export Priority Units.	Barclays Bank Limited, 54 Lombard Street, London, E.C.3.
Singer & Friedlander Managers Limited, 20 Cannon Street, London, E.C.4.	The S & F Income Plus Growth Fund.	Westminster Bank Limited, 41 Lothbury, London, E.C.2.
Singer & Friedlander Managers Limited, 20 Cannon Street, London, E.C.4.	The Threadneedle Fund	Westminster Bank Limited, 41 Lothbury, London, E.C.2.
Deletions:		
Britannia Group of Unit Trusts Limited, 64 Coleman Street, London, E.C.2. Selective Unit Trust Managers Limited.	Selective Unit Trust Series 'A'	Royal Exchange Assurance, Royal Exchange, London, E.C.3.
Selective Unit Trust Managers Limited.	Selective Unit Trust Series 'B'	Royal Exchange Assurance, Royal Exchange, London, E.C.3.

Changes:

The name of the First Provincial Unit Trust 'B' has been changed to the First Provincial High Distribution Unit Trust.

The address of the North American Unit Management Company Limited is now 1 Noble Street, Gresham Street, London, E.C.2.

Hill, Samuel & Company Limited, Shell House, 55 Bishopsgate, London, E.C.2, are now the Trustee of the Barbican Investment Trust and Managers of the following trusts:

British Shareholders Trust.
British Shareholders International Trust.
Trustee Equities Capital Trust.
Trustee Equities Income Trust.

The following unit trust schemes now come within the Jessel Securities Limited Group:

London Provident Unit Trust.
Midland Counties Provident Unit Trust.
North Eastern Provident Unit Trust.
North Western Provident Unit Trust.
The New Issue Unit Trust.

Mr. George Darling, Minister of State, Board of Trade, recently saw a market research expedition by the British Mechanical Engineering Federation off from the forecourt of the Board of Trade and is seen here shaking hands with Commander R. Parkinson (right)

Imports of certain live animals

IN NOTICE to Importers No. 1107 dated June 9 details were given of the procedure for obtaining licences to import certain live animals. As announced on December 31, 1964, the Animals (Restriction of Importation) Act, 1964, took effect during January, and licences became necessary for imports of all animals within the following families:

Callithricidae
Cebidae
Cercopithecidae
Dasyuridae
Daubentoniidae
Iguanidae
Indridae
Lemuridae
Macropodidae
Peramelidae
Phalangeridae
Phascolomidae
Pongidae
Rhinocerotidae
Sphenodontidae
Tarsiidae
Testudinidae

There is provision for amending this schedule after consultation with the Advisory Committee set up under the Act.

Not all species of these animals are considered to be in need of conservation at the present time, however, and to assist those directly concerned in animal trading, zoological exhibition, etc., the Advisory Committee have prepared two lists: List 1 details species for which licences will *not* normally be granted: List 2 covers a very wide range of species which are for the present being licensed without restriction. All applications for licences to import List 1 animals will be referred to the Advisory Committee for individual consideration. In no case will a licence be granted for unspecified 're-sale'; details of the ultimate purchaser are essential, but even so, the issue of a licence will be the exception rather than the rule. List 2 applications will normally be licensed without reference to the Committee.

The full list of animals is being sent to all known to be directly interested, and a copy can be made available to any applicant. For general information the following embraces all the animals in List 1, i.e., the current list of restricted animals:

Marsupials
Dasyuridae (all species), Macropodidae (all species), Peramelidae (all species), Phalangeridae (all species), Phascolomidae [Vombatidae] (all species).

Primates
Lemuridae (all species), Indridae (all species), Daubentoniidae (all species), Pongidae (all species), Callithricidae – Leontocebus [Tamarinus] imperator, Cercopithecidae – Cercocebus galeritus, Colobus badius, Rhinopithecus roxellanae, Macaca sylvana.

Odd-toed Ungulates
Rhinocerotidae (all species).

Reptiles
Sphenodontidae – Sphenodon punctatus, Testudinidae – Testudo [Geochelone] elephantopus, Testudo [Geochelone] gigantea, Iguanidae – Amblyrhynchus (all species), Anisolepis (all species), Aptycholaemus, Brachylophus, Chalarodon, Conolophus (all species), Cyclura (all species), Oplurus (all species), Phrynosaura (all species), Strobilurus.

It must be emphasized that the above list is not authoritative; it carries no commitment and is liable to amendment without notice. For this reason no purchase should be made of any animal from any of the families listed, whether or not they are referred to in the preceding paragraph, until a licence has been applied for and granted.

All applications for licences, other than by persons in Northern Ireland, should be made on form ILB/B (or on the temporary forms at present in use) and be sent to the Board of Trade, Import Licensing Branch, Hillgate House, 35 Old Bailey, London, E.C.4. Applicants in Northern Ireland should approach the Ministry of Home Affairs, Stormont, Belfast 4. Particular care should be taken to ensure that the full scientific names of the animals are given and that the purpose for which they are required is stated in detail.

Importers are reminded that if a person who is in possession or has control of a live animal of a kind for the time being specified in the Schedule to the Animals (Restriction of Importation) Act, 1964, cannot prove to the satisfaction of the Commissioners of Customs and Excise that the importation of the animal is or was lawful, the animal is liable to forfeiture.

SUPPLEMENT ON TRADING WITH AUSTRALIA

Copies of a recent Board of Trade Journal *illustrated supplement on 'Trading with Australia' can be obtained free of charge from the Board of Trade Library, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 3038).*

Copies of the Export Service Bulletin supplement on types of goods with a good export potential in Australia can be obtained (price 2s.) from Export Services Branch, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433).

Cancellation of 'Licences of Right'

UNDER SECTION 36 of the Patents Act, 1949, notice is hereby given that application has been made for the cancellation of the endorsement 'Licences of Right' on the following Patents:

NUMBER	GRANTEE	SUBJECT-MATTER
908,092	S. A. Glaverbel	Apparatus for cutting sheet glass.

Any person may give notice of opposition to the application in respect of the above-mentioned Patent by filing Patents Form No. 46 on or before July 10, 1965.

GORDON GRANT,
Comptroller-General

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the undermentioned Patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEES	SUBJECT-MATTER
	April 20, 1965	
866,916	Sebac Nouvelle	Control of lifting elements for direct-lift aircraft.
867,079	Sebac Nouvelle	Aircraft.
884,371	Arbutus Distributors Ltd. . .	Sealing strip for windows.
929,103	Societe Rateau	Turbines.
957,266	Gessner & Co. GmbH . . .	Separating paper layer for the ceramic industry.
	April 22, 1965	
802,553	General Aniline & Film Corporation	Colour photographic materials.
828,984	Trub Tauber & Co. AG . .	Ascertaining nuclear induction spectra.
834,119	Trub Tauber & Co. AG . .	Magnetic field stabilizer.
884,662	Soc. Parisienne de Constructions Mecaniques.	Advance-adjustment devices for fuel pumps.
908,750	Trub Tauber & Co. AG . .	Nuclear magnetic resonance spectrometry.
917,842	Trub Tauber & Co. AG . .	Generation of static and homogeneous magnetic field.
955,962	Gevaert Photo-Production NV .	Sensitizing dyes and photographic emulsions.
966,442	Trub Tauber & Co. AG . .	Electron emission microscopes.
971,945	Lumalampan AB	Support means for cabinets.
	April 26, 1965	
967,186	Gevaert Photo-Production NV .	Production of photographic material.
970,826	Lancaster & Tonge Ltd. . .	Strains for removal of extraneous matter from large flows of liquid.
	April 28, 1965	
716,069	Brennan, J. B.	Continuous casting of metal.
736,275	Brennan, J. B.	Manufacture of metal strip.
736,319	Brennan, J. B.	Production of strip metal.
750,131	Brennan, J. B.	Continuous casting of metal.
763,189	Brennan, J. B.	Electrolytic devices.
767,583	Brennan, J. B.	Laminating casting.
795,520	Morle, C. W., & Hodding, H. S., personal administrators of Brennan, J. B., deceased.	Conductive sheet material.
800,192	Morle, C. W., & Hodding, H. S., personal administrators of Brennan, J. B., deceased. Patent of addition to No. 734,275.	Manufacture of metal strip.
805,660	Morle, W. C., & Hodding, H. S., personal administrators of Brennan, J. B., deceased. Patent of addition to No. 734,275.	Bonding of parts of dissinular metal.
814,083	Favaro, S.	Apparatus for playing gramophone records.
814,084	Favaro, S.	Apparatus for playing gramophone records.
814.085	Favaro, S.	Record driving support and automatic speed selector mechanism.
	April 30, 1965	
858,771	Compagnie Industrielle de Material de Transport CIMT-Lorraine.	Rail car for transporting road vehicles.
872,009	Compagnie Industrielle de Materiel de Transport CIMT-Lorraine.	Vehicle supporting structure.
872,277	Smith, G.	Hydraulic torque converters.

Any person who claims that the patentees at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of endorsement of Patents Form No. 45 within two months after the date of the endorsement.

GORDON GRANT,
Comptroller-General.

Patent Office.

Water Resources Act, 1963

THE WATER RESOURCES BOARD announce that all persons who take water from private sources on the surface or underground must apply to the River Authority in their area for a Licence of Right before June 30, 1965. Failure to do this will result in a loss of their entitlement to a Licence of Right, regardless of whose fault it is that an application has not been submitted. Application forms can be obtained from the River Authority.

Any person who is in doubt whether his abstraction of water must be covered by a Licence of Right should submit the application marking it 'without prejudice'. The application can then be withdrawn later if it is found that a Licence is not required. In particular, any persons who abstract from canals and who have not yet been approached by the British Waterways Board concerning the licensing of their abstraction should make an application to the River Authority marking it 'without prejudice'.

Campaign to advertise Government services for exporters

We can help you profit from new markets overseas.
Call EXPORT INTELLIGENCE
- and get the vital facts, key contacts and individual guidance you need–for the price of a telephone call

A major advertising campaign to publicize Government services for exporters has been launched in the national and local Press in recent weeks and will later appear in the trade and technical Press.

The slogan of the campaign is 'Call Export Intelligence' and is mainly directed to management concerned with overseas trade. Telephone calls are invited for

1. Guidance on individual export problems
2. Information on the most likely market(s) for product(s) overseas
3. Introductions to potential agents and buyers
4. Help with overseas business visits
5. Status reports on foreign firms
6. Information on Tariff and Import regulations
7. Details of overseas contracts out for tender
8. Help and advice on participating in Trade Fairs overseas
9. Assistance in finding licensees abroad
10. Information on how to market and advertise abroad
11. Investigation into product suitability for foreign tastes and customs
12. Help with overseas publicity (through Central Office of Information).

Special telephone lines and staff have been installed at the Board's Export Services Branch and regional offices to facilitate the handling of inquiries. The telephone numbers are given below:

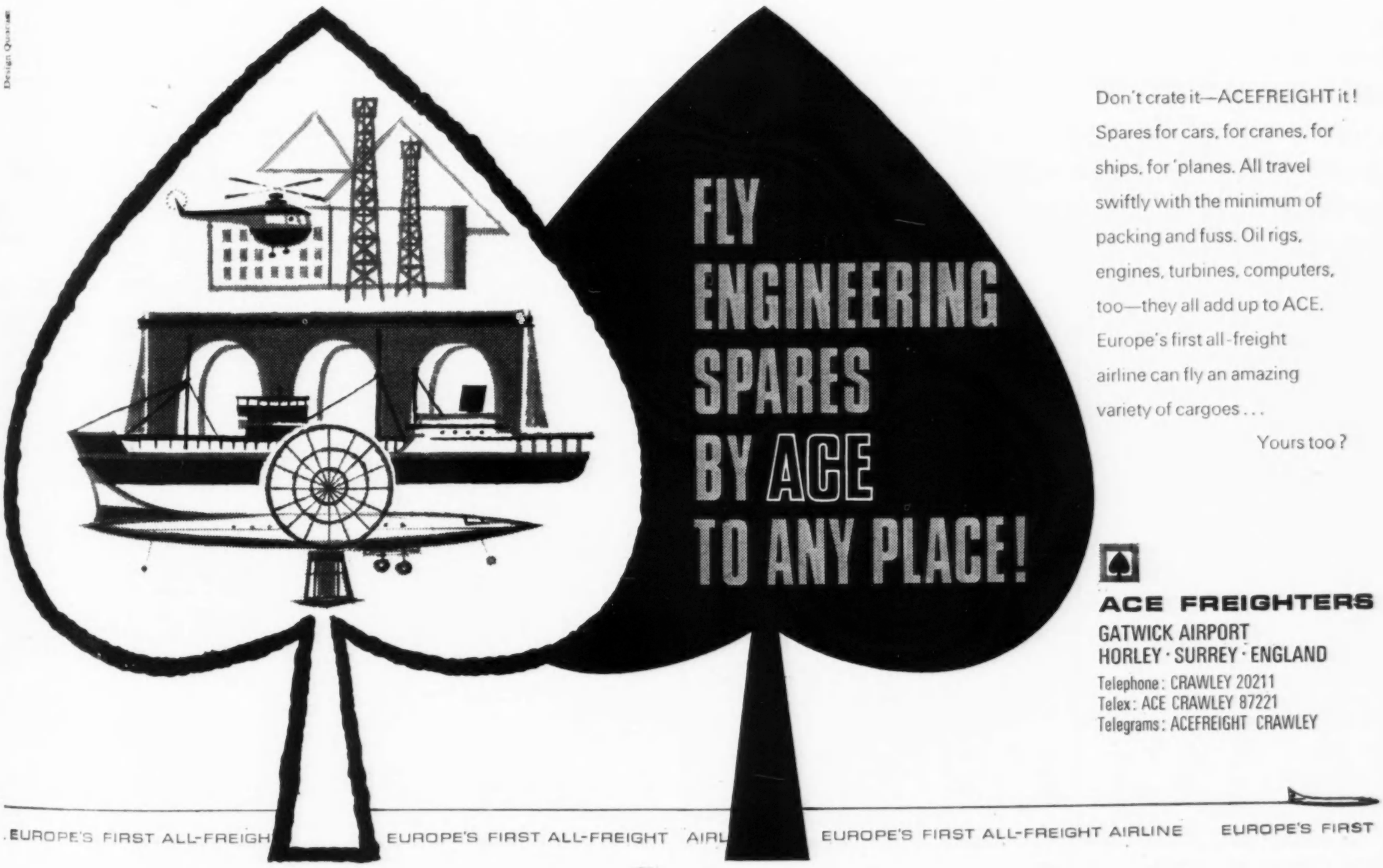
HQ: London CITy 9633 Telex 25977

Belfast (Ministry of Commerce) Belfast 28271 Telex 74578
Birmingham MIDland 8221 Telex 33702
Bristol 294821 Telex 44214
Cardiff 65426 Telex 49203
Glasgow CITy 2855 Telex 77583
Inverness 30867/8
Leeds 20485 Telex 55265
London (South Eastern Counties) TATe Gallery 4355 Telex 25991
London (Eastern Counties) TATe Gallery 6271 Telex 25991
Manchester DEAnsgate 9321 Telex 66104
Newcastle 27575 Telex 53178
Workington 3788

'PICK-A-BACK' ARRANGEMENTS FOR EXPORT ASSISTANCE

A booklet, with a foreword by Mr. Douglas Jay, President of the Board of Trade, containing names and addresses of manufacturing firms who have offered to help other firms with export assistance has been published by Export Services Branch of the Board of Trade, in collaboration with the main organizations of British Industry.

Copies may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Reference 987 G.) Tel. City 5757, Ext. 245. (Telex 25977), or from any Board of Trade Regional Office.


FLY ENGINEERING SPARES BY ACE TO ANY PLACE!
Don't crate it—ACEFREIGHT it! Spares for cars, for cranes, for ships, for 'planes. All travel swiftly with the minimum of packing and fuss. Oil rigs, engines, turbines, computers, too—they all add up to ACE. Europe's first all-freight airline can fly an amazing variety of cargoes . . .
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EUROPE'S FIRST ALL-FREIGHT AIRLINE

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
								Selected components					Selected components		
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings	Total	Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,984	—	15,988	15,258	15,258	9,074	3,478	922	688	591	1,205				
1960	109	112	114	110	109	98	119	110	127	129	114	+592	+520	+48	+37
1961	112	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	113	115	127	123	113	100	128	119	131	141	124	+101	+ 33	+22	+14
1963	118	119	134	129	118	103	132	108	140	146	133	+152	+ 89	+29	+55
1964	124	128	144	138	123	106	153	121	164	184	153	+484	+332	+44	+47
1963															
3rd quarter	117	121	137	131	119	104	138	107	140	164	141	— 2	— 12	— 7	— 1
4th quarter	122	124	138	132	120	105	142	109	151	168	144	+127	+ 61	+ 23	+35
1964															
1st quarter	123	127	141	136	123	105	147	116	156	176	152	+ 88	+ 79	+ 2	+ 3
2nd quarter	123	128	142	136	121	105	150	121	155	184	149	+153	+126	+ 5	+12
3rd quarter	124	128	145	139	123	106	154	121	169	188	153	+119	+ 77	+ 6	+17
4th quarter	127	130	147	141	124	107	160	128	174	186	158	+124	+ 50	+31	+15
1965															
1st quarter		132*				108		138*	165*				+ 58*	—13*	+ 6
1964															
October	..	129	..	..	..	109	..	..	..	..	..	..	..	..	..
November	..	130	..	..	.	107	..	..	..	..	..	..	..	..	..
December	..	132	..	..	..	106	..	..	..	..	..	..	..	..	..
1965															
January	..	133*	..	..	..	108	..	..	..	..	..	..	..	..	..
February	..	132*	..	..	..	108	..	..	..	..	..	..	..	..	..
March	..	130*	..	..	..	109	..	..	..	..	..	..	..	..	..
April	..		..	..	..	107	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IM-PORTS	EX-PORTS	BAL-ANCE OF PAY-MENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,836	3,250	
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—275
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	119	117	— 22
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	121	120	+ 90
1963	135	117	121·7	+2·0	104·5	122·0	141·3	502	+ 83	..	144	— 5	..	130	130	+ 96
1964	161	125*	125·7	+3·3	108·6	125·4	148·5	362	—140	..	221	+77	..	149	136	—374
1963																
3rd quarter	130	100	121·3	+1·3	104·2	122·1	141·5	428	— 76	—34	157	+10	+ 6	133	132	— 1
4th quarter	135	117	122·1	+2·1	106·1	122·6	143·3	450	+ 22	+50	157	Nil	—34	137	133	— 1
1964																
1st quarter	140	121	123·2	+1·5	107·9	124·0	146·0	445	— 5	+42	182	+25	— 5	146	135	— 77
2nd quarter	148	124	125·5	+2·8	107·8	125·0	147·7	355	— 90	—58	230	+48	+33	148	135	—102
3rd quarter	154	113	126·5	+4·3	108·6	125·8	149·4	311	— 44	—34	242	+12	+ 6	148	134	—110
4th quarter	161	125*	127·6	+4·5	109·9	127·1	150·9	336	+ 25	+50	228	—14	—34	149	139	— 85
1965																
1st quarter	169*	121*	128·8	+4·5	109·7*	129·0*	153·6	353	+ 17	+42	233	+ 5	— 5	143	141	
1964																
October	156	119*	126·8	+4·1	110·0	126·3	149·9	332	+ 17	+27	233	— 6	—12	147	135	..
November	161	127*	127·8	+4·6	110·3	127·2	150·7	338	+ 6	+19	230	— 3	—16	152	136	..
December	161	125*	128·3	+4·8	109·4	127·6	152·1	337	— 1	— 1	222	— 8	—11	149	146	..
1965																
January	163*	123*	128·7	+4·6	109·2	128·6	153·2	363	+ 26	+41	221	— 1	— 1	145	136	..
February	167*	122*	128·7	+4·5	109·8*	129·0*	153·4	356	— 7	+ 2	229	+ 8	+ 6	138	144	..
March	169*	121*	129·1	+4·4	110·0*	129·3*	154·2	341	— 15	—19	249	+20	+10	147	143	..
April			131·6	+5·5	110·0*	129·4*	155·0	313	— 28	—20	274	+25	+14	149	143	..
May								297	— 16	—23	287	+13	+ 9			..

† Not seasonally adjusted * Provisional.

Retail Sales in April

THE ESTIMATES of the value of retail sales in April suggest that the underlying trend had continued upward. For the three months ended April seasonally adjusted retail sales were, by value, about 2 per cent higher than in the preceding three months; in real terms the increase was under 1 per cent. For the month of April itself the index numbers shown in Table 1 mostly show a fall on the corresponding March figures. Because of the difficulty of allowing appropriately for the effect of the fluctuating date of Easter in the seasonal adjustments and of the irregularities to which the series are subject, it is more useful to take an average of the recent figures. This indicates that the underlying increase in retail sales is shared by most sectors of retail trade. In the groups for which figures are shown separately the upward trend was most marked in the case of the value of sales of clothing and footwear shops and fairly small in the case of durable goods shops.

Clothing and footwear shops

Clothing and footwear sales are usually much affected by Easter, and judging from the March and April index numbers of the value of sales on a seasonally adjusted basis, Easter sales this year were buoyant. Sales of clothing and footwear shops, on a seasonally adjusted basis, have been rising strongly since the autumn of last year and the average of recent months' sales is well above earlier periods. Since Easter fell in March in 1964 and in April this year it is better, in making the comparison between sales in 1964 and 1965, to take these two months together. Compared with a year earlier sales in March and April 1965 were 7-8 per cent higher, the largest increase within the group being shown by footwear shops which, for these two months showed increases on a year earlier much higher than for previous months. Men's and boys' wear shops and women's and girls' wear shops also showed higher increases for March/April this year as compared with March/April 1964 than have obtained for previous months.

Prices of clothing and footwear continued in April to about 2 per cent higher than a year earlier, a similar increase to those in recent months.

Durable goods shops

The seasonally adjusted index of the value of total turnover of durable goods shops for the three months February, March and April taken together was about 1 per cent above the index for the previous three months, suggesting that the underlying trend of sales of these shops was not particularly buoyant after the larger increases which occurred in 1964.

Compared with a year earlier, turnover for this group of shops in March/April taken together was up by about 6 per cent – a rise on a year earlier more or less in line with that of recent months. For April itself the increase was about 3 per cent against the rise of 9 per cent for March; but this larger rise was thought to

(*Continued on page* 1299)

Table 1—Retail Sales seasonally adjusted (a)

Index numbers of value of sales per week.
(i) At current prices.

1961 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (b)
1963 4th quarter	110	108	111	110	113	111
1964 1st quarter	111	109	113	111	114	113
2nd quarter	112	111	113	108	115	115
3rd quarter	114	114	114	109	116	116
4th quarter	117	115	118	113	119	120
1965 1st quarter	119	116	121	118	122	123
1964 April	112	111	113	108	116	115
May	112	110	113	109	113	114
June	112	112	113	107	116	115
July	113	112	113	108	115	114
August	115	114	114	109	117	115
September	115	115	116	110	117	119
October	117	115	119	118	119	121
November	117	115	118	109	120	121
December	116	114	118	113	119	120
1965 January	118	116	120	115	121	122
February	119	116	121	118	120	123
March	119	116	123	121	123	124
April	119	117	120	116	120	122

(ii) At average 1961 prices.

	All kinds of business	Food shops	Non-food shops
1963 4th quarter	105	102	107
1964 1st quarter	105	103	108
2nd quarter	105	103	107
3rd quarter	106	103	107
4th quarter	107	104	110
1965 1st quarter	108	104	112
1964 April	105	103	107
May	104	102	106
June	105	103	107
July	104	102	106
August	106	103	107
September	106	104	108
October	109	105	112
November	107	104	110
December	106	103	110
1965 January	108	103	111
February	108	104	112
March	109	104	114
April	107	104	109

(a) The total and sub-total series in this table are seasonally adjusted independently from the component series. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment.
(b) Including department stores and mail order businesses.

Analysis by form of organization

Table 2

April – Index numbers of values of sales per week, and percentage changes on a year earlier (a)

1961 = 100

	Total all retailers		Independent retailers		Multiple retailers		Co-operative societies	
		%		%		%		%
ALL KINDS OF BUSINESS	115	+ 7	111	+ 6	127	+10	103	+1
FOOD SHOPS (*h*)	118	+ 7	114	+ 6	137	+10	103	+1
Grocers	118	+ 7 (*f*)	112	+ 6	145	+12	101	+2(*f*)
Butchers	112	+ 4	..	..	..	..	..	..
Greengrocers, fruiterers	113	+ 7	113	+ 7	123	+10	100	Nil
Fishmongers, poulterers	125	+11	..	..	..	..	..	..
Bread and flour confectioners	131	+10(*g*)	126	+11	139	+ 8	..	..
Off-licences	114	+12	111	+12	117	+ 2	..	..
Dairymen	123	+ 4	..	..	..	..	114	Nil
NON-FOOD SHOPS	113	+ 7	..	..	..	..	..	..
Clothing and footwear shops	111	+ 8	105	+ 5	119	+12	100	+4
Footwear shops	117	+10	120	+ 6	117	+14	104	+3
Men's and boys' wear shops	110	+ 7	103	+ 8	119	+ 6	95	+5
Women's, girls' and infants' wear, drapery and general clothing shops	110	+ 9	104	+ 5	119	+14	101	+4
Large (*c*)	—		117	+ 4	—		—	
Medium (*c*)	—		110	+ 7	—		—	
Small (*c*)	—		98	+ 4	—		—	
Durable goods shops	111	+ 3	102	Nil	129	+ 9	105	—1
Furniture shops	108	+ 5	105	+ 4	119	+ 8	—	
Large (*c*)	—		106	+ 7	—		—	
Medium and small (*c*)	—		105	+ 3	—		—	
Other durable goods shops	115	+ 3	98	— 4	133	+ 9	—	
Radio and electrical goods, etc., shops (*e*)	108	— 1	98	— 4	129	+ 3	—	
of which: Rental specialists	..		..		157	+ 7	—	
Electricity showrooms	115	+13	—		115	+13	—	
Gas showrooms	163	+21	—		163	+21	—	
Miscellaneous non-food shops (*b*)	114	+ 9	..		..		..	
Confectioners, tobacconists, newsagents	118	+11	116	+11	133	+17	—	
Booksellers, stationers	..		112	+11	..		—	
Chemists, photographic goods dealers (*d*)	105	+ 6	101	+ 2	110	+12	106	+5
Jewellers	98	+10	98	+ 9	97	+18	—	
Leather goods, sports goods, toys and fancy goods shops	102	+12	..		..		—	
Ironmongers and hardware shops	117	+ 5	119	+ 6	103	Nil	—	
Department Stores	109	+ 6	—		—		—	
Mail Order Businesses	142	+ 2	—		—		—	

Table 3—Index numbers of sales per week, and percentage changes on a year earlier (a)

(i) Analysis by broad groups: value and volume.

1961 = 100

(Sales in 1961 £ million)	All kinds of business (£9,074)				Food shops (h) (£4,154)				Non-food shops: Total (£4,920)			
	Value		Volume*		Value		Volume*		Value		Volume*	
1962 Year	103	+3	100	Nil	104	+4	101	+1	103	+3	100	Nil
1963 Year	108	+4	103	+3	107	+3	102	+1	108	+5	104	+4
1964 Year	113	+5	106	+2	112	+5	103	+1	114	+6	108	+4
1965 Year to date†	111	+7	100	+2	115	+6	102	+1	107	+7	99	+4
1964 2nd quarter	110	+5	102	+2	111	+4	101	Nil	109	+9	103	+4
3rd quarter	111	+5	103	+1	111	+6	101	+1	111	+4	105	+2
4th quarter	132	+6	121	+3	120	+7	109	+1	141	+6	132	+3
1965 1st quarter	109	+7	99	+2	114	+6	102	+1	105	+7	97	+4
1965 January	109	+6	99	+2	113	+6	101	+1	105	+6	98	+3
February	106	+6	97	+2	114	+6	102	+1	100	+6	93	+3
March	111	+6	101	+2	114	+5	102	Nil	109	+8	101	+5
April	115	+7	104	+2	118	+7	104	+1	113	+7	103	+3

(Sales in 1961 £ million)	Non-food shops: Clothing and footwear shops (£1,384)		Durable goods shops (£956)		Miscellaneous non-food shops (b) (£1,896)		Department stores (£457)		Mail order businesses (£227)	
1962 Year	102	+2	103	+3	103	+3	103	+3	108	+ 8
1963 Year	106	+5	109	+5	108	+4	108	+5	122	+13
1964 Year	110	+4	116	+7	114	+6	113	+5	142	+17
1965 Year to date†	99	+7	113	+6	107	+7	102	+5	141	+16
1964 2nd quarter	109	+5	108	+7	107	+5	105	+5	139	+19
3rd quarter	105	+2	114	+4	114	+6	108	+3	123	+12
4th quarter	140	+3	136	+5	137	+7	146	+5	193	+21
1965 1st quarter	95	+6	114	+7	105	+7	100	+5	140	+21
1965 January	99	+4	119	+6	102	+8	113	+2	99	+15
February	86	+5	110	+5	104	+8	88	+4	135	+15
March	98	+7	114	+9	108	+5	99	+5	177	+27
April	111	+8	111	+3	114	+9	109	+6	142	+ 2

(ii) Analysis by kind of business: value only.

(Sales in 1961 £ million)	Food shops: Grocers (f) (£2,397)		Butchers (£637)		Greengrocers, fruiterers (£323)		Fishmongers, poulterers (£81)		Bread and flour confectioners (g) (£196)		Off-licences (£139)		Dairymen (£367)		Clothing and footwear shops: Footwear shops (£229)		Men's and boys' wear shops (£281)		Women's wear shops (£874)	
1962 Year	104	+4	102	+2	102	+2	103	+ 3	107	+ 7	107	+ 7	105	+ 5	101	+ 1	103	+3	102	+2
1963 Year	107	+3	103	+2	100	—2	108	+ 5	113	+ 6	114	+ 6	110	+ 5	106	+ 4	107	+4	106	+5
1964 Year	112	+4	109	+6	103	+3	115	+ 7	119	+ 6	123	+ 8	118	+ 7	109	+ 3	111	+4	111	+4
1965 Year to date†	115	+6	114	+5	103	+5	118	+ 6	123	+ 6	110	+10	123	+ 7	94	+ 7	102	+6	99	+7
1964 2nd quarter	110	+4	104	+6	114	Nil	114	+ 7	117	+ 5	100	+ 8	119	+ 9	115	+ 5	109	+5	107	+5
3rd quarter	111	+6	105	+5	105	+5	114	+ 8	120	+ 5	107	+10	119	+12	108	+ 1	105	+1	105	+2
4th quarter	119	+6	119	+7	96	+6	123	+ 7	124	+ 6	186	+ 9	122	+ 8	133	Nil	137	+3	143	+4
1965 1st quarter	114	+6	114	+6	100	+5	116	+ 5	121	+ 5	109	+ 9	123	+ 8	87	+ 6	100	+5	95	+6
1965 January	113	+6	117	+7	93	+4	116	+ 6	115	+ 4	112	+ 8	122	+ 7	89	+ 3	110	+2	99	+4
February	114	+6	114	+7	98	+4	115	+ 5	122	+ 6	107	+12	124	+ 8	74	Nil	92	+5	88	+6
March	114	+5	111	+4	107	+5	117	+ 3	125	+ 5	108	+ 8	123	+ 9	96	+ 9	99	+7	98	+6
April	118	+7	112	+4	113	+7	125	+11	131	+10	114	+12	123	+ 4	117	+10	110	+7	110	+9

(Sales in 1961 £ million)	Durable goods shops: Furniture shops (£399)		Other durable goods shops: Total (£476)		Radio and electrical goods, etc., shops (e) (£372)		Electricity showrooms (£55)		Gas showrooms £49)		Miscellaneous non-food shops: Confectioners, tobacconists, newsagents (£794)		Booksellers, stationers‡ (£60)		Chemists, photographic goods dealers (d) (£259)		Jewellers (£80)		Leather goods, sports goods, toys and fancy goods shops (£83)		Ironmongers and hardware shops (£235)	
1962 Year	102	+2	105	+ 5	103	+3	108	+ 8	114	+14	104	+ 4	104	+ 4	103	+3	100	Nil	102	+ 2	102	+2
1963 Year	103	+2	114	+ 9	110	+7	118	+ 9	137	+19	107	+ 4	111	+ 6	107	+4	105	+ 5	103	+ 2	107	+4
1964 Year	111	+8	121	+ 6	114	+3	128	+ 8	165	+21	113	+ 5	121	+ 9	114	+6	118	+12	112	+ 8	109	+2
1965 Year to date†	107	+7	120	+ 6	111	+1	123	+14	185	+27	113	+ 8	119	+11	105	+6	97	+10	88	+10	108	+4
1964 2nd quarter	106	+7	110	+ 6	105	+4	120	+ 4	144	+24	107	+ 4	101	+ 8	109	+6	96	+10	95	+ 7	108	+5
3rd quarter	111	+5	117	+ 4	108	+1	133	+ 9	170	+18	115	+ 6	111	+ 8	119	+8	115	+ 9	117	+ 7	107	+2
4th quarter	130	+7	141	+ 4	132	+1	150	+10	201	+18	126	+ 7	162	+ 9	136	+7	174	+12	163	+10	122	+3
1965 1st quarter	107	+7	122	+ 7	112	+1	126	+15	191	+29	112	+ 7	121	+11	102	+6	97	+10	83	+ 9	105	+4
1965 January	117	+7	123	+ 6	117	+2	122	+13	168	+22	109	+10	120	+10	103	+7	89	+10	82	+10	101	+3
February	102	+7	118	+ 3	109	—2	121	+11	189	+26	111	+ 9	125	+11	100	+5	97	+ 8	79	+ 8	104	+3
March	103	+6	124	+10	111	+4	132	+19	212	+38	114	+ 4	119	+13	103	+7	103	+12	88	+ 8	108	+5
April	108	+5	115	+ 3	108	—1	115	+13	163	+21	118	+11	112	+11	105	+6	98	+10	102	+12	117	+5

‡ Independent retailers only. * At average 1961 prices. † January-April.

Note:

These statistics are based on returns from independent retailers (organizations, other than co-operative societies and department stores, with one to nine branches), multiple retailers (organizations, other than co-operative societies and department stores, with 10 or more branches), retail co-operative societies, department stores and mail order businesses. A description of the series was given in the *Board of Trade Journal* of February 12, 1965.

Footnotes to Tables:

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by April 1965 sales was the four weeks from April 4, 1965, to May 1, 1965, the corresponding period in 1964 was from April 5, 1964, to May 2, 1964. As the figures are based on the value of sales, they are affected by price movements including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1961 turnover groupings. Large denotes shops with sales of £100,000 and over in 1961. Medium denotes shops with sales of £25,000 and under £100,000 in 1961. Small denotes shops with sales of under £25,000 in 1961.

(d) These index numbers do not reflect chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and/or electrical goods shops, radio and television rental specialist shops, radio and cycle shops, cycle shops and perambulator shops.

(f) Including the bakery departments of co-operative societies.

(g) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.

(h) Includes a very small amount of other food shops which are not published separately.

have been due, in part at least, to increased buying before the Budget to avoid possible rises in purchase tax. Prices for durable goods as a whole continued to average about 3 per cent more than a year earlier.

Other non-food shops

In this category the total value of sales on a seasonally adjusted basis appears to have been rising quite strongly. For the three months ended April 1965 sales were about 2 per cent higher than in the immediately preceding period of three months. Particularly contributing to the buoyancy of this group are mail-order businesses whose sales have been rising steadily at a fairly high rate. The actual increase in their sales between April 1964 and April 1965 was only 2 per cent against an increase of 27 per cent for the March comparison. Averaging these figures gives an increase for the two months taken together very much in line with the increases of earlier months.

Food shops

Sales of food shops, on a seasonally adjusted basis, have continued to rise but in real terms the increase has been quite small. For the three months ended April the volume of sales, seasonally adjusted, was only very slightly above the volume of sales in the preceding period of three months.

Export activity in transport

This mobile exhibition built by Lansing Bagnall Ltd., Basingstoke, comprises a Bedford 5-ton towing vehicle and a trailer section which can be converted into a display stand 22ft. square with seating for 30 people. Descriptive panels of Lansing Bagnall equipment, facilities for refreshments and an office are also incorporated. The unit, which made its first appearance at the Scottish Materials Handling Exhibition, Glasgow, in May will be used at industrial centres throughout the United Kingdom. Lansing Bagnall will also be taking the unit abroad to show developments in industrial truck design to Continental industrialists.

Four Leyland 'Beaver' tractor units with Crane Fruehauf semi-trailers fitted with bodies built by Duramin Engineering (Lydney) Ltd. will soon be seen on Rumanian roads. The vehicles, together with a Leyland 'Octopus' rigid wagon, are being supplied by Henry Simon Ltd. of Stockport through Masinimport, the Rumanian state buying organization, to automatic bread bakeries being built at Bucharest and Galati. Each can carry 15 tons of flour, and they will be used to transport flour in bulk between mill and bakery silo.

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Hire purchase and other instalment credit business in April

AFTER TAKING into account, as far as possible, normal seasonal influences and the month-to-month irregularities to which the statistics are subject, it appears probable that new business of finance houses was maintained in April at or near the high level which has prevailed since the autumn of last year. Sales on instalment credit terms by durable goods shops also appear to have been steady in April.

Total instalment debt owing to finance houses, durable goods shops and department stores rose by a further £18 million in April to a total of £1,157 million at the end of the month, £153 million more than a year earlier.

Shops

Sales on hire-purchase and other instalment credit terms by durable goods shops were much the same in April as in the corresponding period of last year. This compares with a rise of about 5 per cent in March, when there was probably some additional buying in an attempt to forestall possible rises in taxes in the Budget. Credit sales by furniture shops showed a similar increase in April as in March, of about 5 per cent, but for the other main group of durable goods shops, which includes radio and electrical, etc., shops and gas and electricity showrooms, there was a small fall in April, compared with a year earlier, after a small rise in March.

Instalment debt of durable goods shops as a whole continued to decline under seasonal influences from the December peak, and at the end of April totalled £321 million.

Finance houses

New credit extended by finance houses in April was much the same as in March. Business in both months reflected seasonally high car sales, financing of which accounts for the major part of finance house activity, but in view of the changing dates for the Easter holidays and the irregular month-to-month movements in the figures, it is difficult to assess the effect of seasonal influences. The figures, however, do not appear markedly inconsistent with the continuation of the underlying trend of business at or close to the high level which has prevailed since the autumn of last year.

Compared with a year earlier, the value of total new credit extended in April was about one-tenth higher. Credit for used private cars, the largest category of goods, was up by about a fifth. Direct instalments outstanding to finance houses rose by a further £22 million to a total of £807 million at the end of the month.

Table 2—Hire Purchase and other instalment credit extended and repaid

£ million

Period	New Credit Extended: By Shops (a)	By Finance Houses	Total	Repayments	Change in Debt: Unadjusted	Seasonally adjusted
1961	248	574	822	833	—11	
1962	271	490	761	808	—47	
1963	295	558	853	781	+72	
1964	314	711	1,025	869	+156	
1961 1st Qtr.	55	151	206	208	— 2	+ 9
2nd Qtr.	59	179	238	217	+21	+ 3
3rd Qtr.	63	141	204	208	— 4	— 7
4th Qtr.	71	103	174	200	—26	—16
1962 1st Qtr.	56	117	173	219	—46	—35
2nd Qtr.	62	140	202	203	— 1	—16
3rd Qtr.	70	128	198	194	+ 4	+ 1
4th Qtr.	83	105	188	192	— 4	+ 3
1963 1st Qtr.	60	115	175	186	—11	+ 2
2nd Qtr.	68	160	228	196	+32	+17
3rd Qtr.	77	148	225	199	+26	+22
4th Qtr.	90	135	225	200	+25	+31
1964 1st Qtr.	*74	166	240	212	+28	+45
2nd Qtr.	69	204	273	218	+55	+36
3rd Qtr.	75	181	256	214	+42	+41
4th Qtr.	96	160	256	225	+31	+34
1965 1st Qtr.	71	185	256	232	+24	+44

* Fourteen weeks.
(a) Durable goods shops and department stores; not including other instalment credit retailers.

Additional monthly statistics

Monthly statistics of instalment credit business are given for the first time in this article for some additional kinds of retailers. These additional kinds of business comprise general mail order

(*Continued on page* 1302)

Table 1—Hire purchase and other credit instalments outstanding

£ million, end of period

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1963	289	288	287	285	286	289	290	293	296	298	303	315
	1964	313	312	311	309	310	309	310	311	312	314	321	330
	1965	328	328	325	321								
Department stores	1963	28	27	26	26	26	26	27	26	27	27	28	30
	1964	29	29	28	27	27	27	27	27	28	28	29	31
	1965	30	29	29	29								
Finance houses	1963	562	559	563	573	584	593	603	608	611	615	618	614
	1964	618	631	648	668	688	706	722	733	744	752	759	754
	1965	755	766	785	807								
Total of above	1963	879	874	876	884	896	908	920	927	934	940	949	959
	1964	960	972	987	1,004	1,025	1,042	1,059	1,071	1,084	1,094	1,109	1,115
	1965	1,113	1,123	1,139	1,157								

Table 1a—Hire purchase and other credit instalments outstanding: other instalment credit retailers

£ million, end of period

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total as shown in Table 1	1964	..	..	..	..	..	..	..	..	..	1,094	1,109	1,115
	1965	1,113	1,123	1,139	1,157								
Other instalment credit retailers*	1964	..	..	..	..	..	..	..	..	..	145	152	165
	1965	159	151	149	150								
Grand Total	1964	..	..	..	..	..	..	..	..	..	1,239	1,261	1,280
	1965	1,272	1,274	1,288	1,307								

* Comprising general stores (other than department stores), general mail-order houses and co-operative non-durable goods departments.

Table 3—Retailers: Instalment Credit Sales of Selected Kinds of Business.
Index numbers of value of goods sold on hire purchase and other instalment credit per week and percentage changes compared with a year earlier

Average of 1961 = 100

Kind of Business (H.P. and other instalment credit sales in 1961)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar. (a)	April	May	June (a)	July	Aug.	Sept. (a)	Oct.	Nov.	Dec. (a)
DURABLE GOODS SHOPS, TOTAL (£303 million)	1963	114	94	107	119	136	93	92	98	100	109	110	118	113	123	128	135	144
	1964	116	106	107	112	138	108	107(a)	104	105	106	109	112	108	117	130	137	145
	1965		106				107	104	108	105								
	1965		Nil				—2	—3	+4	Nil								
Independents (£110 million) .	1963	101	87	92	102	122	89	84	89	92	96	89	102	99	104	108	119	134
	1964	100	93	90	95	122	101	92(a)	89	91	91	88	96	91	97	108	117	138
	1965		98				108	92	95	96								
	1965		+5				+7	Nil	+7	+5								
Multiples (£161 million) . .	1963	124	101	117	129	147	95	99	106	107	117	126	128	122	136	141	144	152
	1964	126	115	118	123	148	113	118(a)	113	114	114	125	121	118	129	143	149	151
	1965		110				104	111	115	112								
	1965		—4				—8	—6	+1	—2								
Co-operative Societies (£32 million)	1963	111	87	103	120	135	92	82	86	91	114	103	124	111	125	125	140	138
	1964	119	109	109	118	141	111	109(a)	108	110	113	106	119	114	121	139	150	136
	1965		113				113	107	119	106								
	1965		+4				+2	—2	+10	—4								
FURNITURE SHOPS, TOTAL (excluding Co-operative Societies) (£128 million)	1963	102	84	96	104	125	86	79	86	95	100	94	108	95	109	114	123	136
	1964	107	92	97	103	134	95	93(a)	89	96	95	98	106	97	106	125	129	146
	1965		97				103	96	93	102								
	1965		+5				+8	+4	+4	+5								
Multiples (£62 million) . .	1963	108	87	102	111	133	89	85	87	99	105	102	115	99	116	122	128	146
	1964	114	95	107	109	144	98	97(a)	91	106	103	110	113	102	112	141	137	151
	1965		92				90	98	88	102								
	1965		—3				—8	+2	—3	—4								
Independents (£65 million) .	1963	97	81	90	98	118	82	74	85	91	96	85	101	91	101	107	118	126
	1964	100	89	87	98	125	92	88(a)	87	87	88	87	100	92	101	110	121	140
	1965		102				115	94	98	101								
	1965		+14				+24	+6	+12	+16								
OTHER DURABLE GOODS SHOPS, TOTAL (excluding Co-operative Societies) (£143 million)	1963	125	105	117	131	146	99	105	111	106	115	126	126	129	136	140	144	153
	1964	124	119	116	119	140	120	120(a)	116	112	113	121	115	115	125	133	142	145
	1965		113				109	110	119	109								
	1965		—5				—9	—9	+2	—3								
Multiples (b) (£99 million) .	1963	133	109	126	141	155	99	108	118	111	124	140	136	137	148	153	155	157
	1964	134	127	126	132	151	123	131(a)	127	119	121	135	126	128	140	145	156	151
	1965		122				113	119	131	118								
	1965		—4				—8	—9	+3	—1								
Radio and electrical, etc., shops, total (£82 million)	1963	124	106	114	128	146	103	118	108	110	110	121	128	131	127	134	137	162
	1964	110	117	105	97	122	126	180(a)	109	109	104	101	100	96	97	107	117	138
	1965		93				95	90	94	93								
	1965		—21				—25	—24	—14	—15								
Multiples (c) (£37 million) .	1963	144	118	138	153	168	108	120	123	129	128	152	156	156	149	163	156	181
	1964	123	139	118	106	127	143	143(a)	131	123	115	115	112	104	103	110	123	144
	1965		93				90	89	98	98								
	1965		—33				—37	—37	—25	—20								
Independents (d) (£45 million)	1963	107	97	95	108	127	99	97	95	94	96	95	104	111	108	110	120	146
	1964	101	100	94	91	118	113	97(a)	91	97	96	89	91	89	92	105	112	133
	1965		93				98	90	91	88								
	1965		—7				—13	—8	Nil	—9								
DEPARTMENT STORES (£54 million) .	1963	105	93	92	106	128	107	86	87	90	100	87	121	93	105	124	135	126
	1964	109	99	95	103	139	118	92(a)	89	96	99	91	110	93	106	124	137	152
	1965		87				91	83	88	100								
	1965		*				*	*	*	*								

(Continued on next page)

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Table 3—*continued*

Kind of Business (H.P. and other instalment credit sales in 1961)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar. (a)	April	May	June (a)	July	Aug.	Sept. (a)	Oct.	Nov.	Dec. (a)
OTHER GENERAL STORES (e) (£72 million)	1964		..	..	..	173	..	..	..	..	..	..	..	..	..	149	172	192
	1965		108				109	103	113	115								
GENERAL MAIL ORDER HOUSES (£201 million)	1964		..	..	..	193	..	..	..	..	..	..	..	..	..	176	199	203
	1965		140				99	135	177	142								
CO-OPERATIVE SOCIETIES																		
Non durable goods departments (£43 million)	1964		..	..	..	132	..	..	..	..	..	..	..	..	..	90	122	174
	1965		71				63	68	80	89								
TOTAL OF SELECTED KINDS OF BUSINESS (f) (£673 million)	1964		..	..	..	158	..	..	..	..	..	..	..	..	..	143	158	169
	1965		103				100	109	126	116								

(a) Average of five weeks.
(b) Comprises electricity and gas showrooms, multiple radio and electrical shops (including multiple radio or television hire shops).
(c) As (b) except that electricity and gas showrooms are excluded.
(d) Comprises radio and electrical shops, cycle and perambulator shops.
(e) Includes credit traders calling on customers.
(f) Comprises durable goods shops (including co-operative societies durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments).

*The inclusion of sales on budget accounts, etc., as from April 1964 (as noted in the Journal of July 10, 1964, page 77) has evidently changed the seasonal pattern of instalment credit sales of department stores, particularly at the turn of the year. In consequence the comparison of a current month's sales with those for the corresponding month a year earlier when that month is prior to May 1964 appears unreliable; for example, a very high increase for the December comparison and the counterbalancing decrease for the January comparison. Monthly percentage changes are not therefore being given until May 1965.

houses, general stores (other than department stores which were already covered) and non-durable goods departments of retail co-operative societies (the durable goods departments having been already included in the statistics for many years past). In the case of general mail order houses the census of distribution for 1961 showed that 98 per cent of sales were made on instalment credit terms; the only additional figures which these businesses have been asked to contribute to the monthly inquiry are therefore confined to the total amounts of instalment credit outstanding at the end of each period. Their instalment credit sales, now shown in Table 3, are assumed to move with total turnover, monthly figures for which were already received for use in the index numbers of the value of total turnover (see article Retail Sales in April). In the case of retail co-operative societies the additional monthly figures now being provided to the Board of Trade by the Co-operative Union comprise sales on budget accounts and against mutuality club vouchers and debt outstanding on these transactions. These figures are used to project the 1961 census base figures of credit trade in non-durable goods by co-operative societies. Monthly instalment credit sales and debt provided by a panel of businesses classified as 'general stores', many of whom are credit traders calling on customers, are likewise used to provide up-to-date estimates of the level of trade of general stores in total.

An article in the *Board of Trade Journal*, November 22, 1963, contained a table (Table F) showing the coverage of the monthly instalment credit statistics, compared with the estimates of total credit sales made in the 1961 census. In terms of the instalment debt outstanding the additional kinds of business now covered extend the coverage as follows:

Included in the monthly statistics

	Instalment debt outstanding end 1961 £ million
Previously covered – durable goods shops and department stores	316†
Now added:	
General mail order houses . . .	60
Other general stores	39
Co-operative societies: Non-durable goods (estimate)	9*
TOTAL included in the monthly statistics	424
Not included in the monthly statistics	
Clothing and footwear shops . . .	43
Other retailers	2
TOTAL not included in the monthly statistics	45
TOTAL	469

† Represents the total of £306 million shown in the *Journal* of November 22, 1963, together with the adjustments to the coverage of the monthly figures mentioned in the *Journal* of February 12, 1965.

* Together with the estimate for durable goods, included above, comprises the census total of £29.3 million for retail co-operative societies.

Hitherto the monthly statistics have been confined, on the retail side, to those kinds of business particularly engaged in the sale of durable goods, but, as now extended, substantial credit trade in non-durable goods is included. The only kinds of businesses with significant instalment credit sales not now covered are the clothing and footwear group.

The new statistics show that instalment debt outstanding to the additional kinds of traders now covered grew from £108 million in 1961 to £150 million at the end of April last. This is a somewhat greater proportionate increase than for durable goods shops largely due to the very large increase in sales of mail order houses.

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Finance houses: new instalment credit extended

Table 4

Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month and percentage changes compared with a year earlier

Monthly average 1961 = 100

	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Private cars – new (£93 million)																	
1963	134	113	168	136	118	96	97	147	162	189	153	165	123	121	141	125	88
1964	171	166	205	173	141	145	157	196	210	201	204	203	156	159	163	157	104
1965		192				155	182	240	232								
1965		+16				+7	+15	+23	+11								
Private cars – used (£190 million)																	
1963	94	72	111	105	89	52	67	97	108	121	103	116	104	96	105	91	72
1964	127	111	150	137	110	94	113	127	150	149	150	151	132	128	125	111	95
1965		134				98	135	170	179								
1965		+21				+4	+20	+35	+19								
Commercial motor vehicles – new and used (£89 million)																	
1963	80	71	89	78	81	64	64	84	88	98	81	88	73	73	89	85	70
1964	96	95	110	90	90	92	90	103	113	109	107	100	81	89	96	96	77
1965		97				88	91	113	112								
1965		+2				—4	+1	+9	—1								
Motor cycles, side-cars, power assisted cycles – new and used (£38 million)																	
1963	61	41	79	75	48	26	34	62	74	87	75	83	80	62	61	49	34
1964	69	53	84	83	56	40	57	62	75	87	91	87	85	77	72	55	41
1965		53				38	52	68	85								
1965		—1				—6	—9	+11	+13								
Caravans – new and used (£12 million)																	
1963	100	68	135	120	78	43	57	104	141	137	126	134	122	103	101	79	54
1964	112	87	135	132	92	65	84	113	138	130	138	143	132	120	113	83	80
1965		94				60	90	133	155								
1965		+8				—9	+7	+18	+12								
Farm equipment and tractors (£12 million)																	
1963	87	65	84	107	91	56	54	84	87	90	75	102	112	107	104	96	72
1964	105	90	108	116	107	97	77	95	120	87	116	116	124	109	125	109	87
1965		76				76	75	76	88								
1965		—16				—22	—2	—20	—27								
Industrial and building plant and equipment (£48 million)																	
1963	102	91	108	103	106	83	78	112	106	118	99	121	93	95	112	112	94
1964	151	135	165	149	156	131	138	136	168	168	158	171	136	140	169	166	133
1965		179				144	175	217	176								
1965		+32				+10	+26	+60	+5								
Household goods (£59 million) (a)																	
1963	97	91	92	99	107	106	79	89	88	102	87	99	99	98	110	105	106
1964	96	107	99	85	94	122	97	101	102	100	96	85	80	89	92	89	100
1965		74				77	67	78	75								
1965		—31				—37	—31	—23	—27								
Other goods (£33 million)																	
1963	96	85	98	95	106	101	67	86	91	101	102	106	90	88	108	100	110
1964	129	130	130	115	139	134	124	131	141	125	124	112	108	126	139	129	149
1965		146				141	139	159	162								
1965		+12				+5	+12	+21	+14								
All goods (£574 million)																	
1963	97	80	111	103	94	70	71	100	108	123	103	115	99	94	107	96	79
1964	124	115	142	126	112	106	112	128	144	141	141	139	119	120	124	115	96
1965		129				104	125	157	157								
1965		+11				—2	+11	+23	+8								

Note: Values shown are for year 1961.
(a) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for April

Unit value index numbers of imports and exports (Table 1)

IN APRIL the import and export unit value indices and terms of trade were unchanged from the March levels of 107, 108 and 101 respectively (1961 = 100).

Though unchanged in rounded terms the imports index for food, beverages and tobacco fell by almost one point with widespread falls in the average prices of many foodstuffs and beverages. The index for imported fuels continued to decline – by almost one point from the March level – while that for basic materials increased by one point owing to small increases in the average prices of a number of imported basic materials. The manufactured goods index was unchanged.

There was no change in the overall export unit value index. An increase of almost one-half per cent in the index for manufactured goods was offset by a fall of 1½ per cent in the non-manufactured goods index. In the manufactured goods class there were rises of nearly 1 per cent in the indices for metals and for other manufactured goods.

Volume of imports and exports (Table 2)

The sharp decline in imports in recent months may now be levelling out. In April, the volume of imports was high in relation to the first quarter average which had shown a marked decline compared with the previous quarter; but recent monthly figures had been distorted by the effects of the United States' dock strikes earlier this year. The seasonally adjusted estimates for April partly reflect high arrivals of goods delayed by the strikes and largely counterbalance the low February imports. On a three monthly basis, the volume of imports in February to April was 3 per cent lower (seasonally adjusted) than it had been in the preceding three months. A large part of the reduction was again in imports of food, beverages and tobacco which were 7 per cent less in volume between these two periods and 3 per cent lower than a year earlier. The reduction in the categories of goods mainly liable to the temporary import surcharge was largely confined to imports of fully manufactured goods. The volume of imports of manufactured goods as a whole was nearly 4 per cent less in the last three months compared with the previous three, with a small part of the fall reflecting the low February imports which had not been fully made good in March and April. Imports of finished manufactures were 8 per cent down and semi-manufactures, 1 per cent. There was a further slight rise in the volume of imports of basic materials in the last three months after the sharp recovery which followed the relatively low volume of these imports last summer. Imports of fuels have also continued to increase. In the last three months they were 5 per cent more than in the previous three and 13 per cent more than a year earlier.

The recovery in exports that began last autumn has continued in the early months of this year. In the last three months, February to April, the seasonally adjusted volume of exports was 2 per cent higher than in the previous three. The rise was almost entirely in exports of manufactured goods; these rose by 3 per cent, whereas exports of non-manufactures as a whole fell by 4 per cent. All the main categories of manufactured goods increased except textiles, with the largest increase (10 per cent in volume between the two three monthly periods) in finished manufactures other than machinery and transport equipment. A further increase of 5 per cent is shown in the volume of chemical exports, following the expansion in the second half of last year, and smaller increases (2 per cent) in exports of machinery and transport equipment and of metals. Exports of textiles which had been falling recently were little changed. The volume of exports of fuel was somewhat lower, three months on three months, and this decline contributed the greater part of the fall in the non-manufactures group, but the monthly volume estimates and three monthly averages of fuel exports are rather more erratic than most. Exports of food, beverages and tobacco were also lower in February-April compared with November-January, but on average the volume of exported basic materials showed little change over these two periods.

Note:

This series of index numbers based on 1961 = 100 was introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September, 1963 issue of *Economic Trends*. Some minor changes have been made to the index numbers, and their relative weights, given in these tables to take account of the inclusion of precious stones, etc., in the import and export statistics and of the revised valuation of parcel post imports.

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United Kingdom import and export unit value index numbers

TABLE 1 (1961 = 100)

	Imports					Exports								(1) Terms of Trade
								Manufactured Goods						
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other	
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights . .	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141	
1954 . . .	104	108	104	110	98	91	105	89	114	95	90	83	87	87
1955 . . .	108	109	108	112	106	92	106	90	114	95	93	85	89	86
1956 . . .	110	109	111	119	107	95	112	93	113	94	99	88	92	87
1957 . . .	111	109	115	138	100	100	122	96	114	96	102	92	94	89
1958 . . .	103	104	100	120	96	99	108	97	109	96	103	95	94	96
1959 . . .	102	105	98	111	98	98	103	97	108	92	99	97	95	96
1960 . . .	102	104	101	104	101	100	102	99	104	96	101	99	97	97
1961 . . .	100	100	100	100	100	100	100	100	100	100	100	100	100	100
1962 . . .	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963 . . .	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964 . . .	107	115	103	95	105	106	107	106	101	107	106	107	105	99
1963 1st quarter .	102	107	95	98	101	103	100	103	98	102	102	104	104	101
2nd quarter .	103	110	98	99	101	103	101	103	99	102	102	105	104	100
3rd quarter .	103	111	97	98	101	104	104	104	100	103	102	106	104	101
4th quarter .	105	117	99	96	102	105	105	105	102	103	103	106	105	100
1964 1st quarter .	107	118	102	96	103	105	107	105	101	105	104	106	104	98
2nd quarter .	106	115	103	96	104	106	108	105	101	107	105	107	104	99
3rd quarter .	106	113	103	94	106	107	108	107	101	107	107	107	106	101
4th quarter .	107	113	103	94	108	107	106	107	102	108	110	108	105	100
1965 1st quarter .	107	115	102	93	108	108	106	108	103	109	111	109	106	100
1963 January .	101	106	94	98	101	102	100	103	97	100	103	104	103	101
February .	102	107	96	98	101	103	100	103	99	102	102	104	105	101
March . .	102	108	96	98	102	103	101	103	99	102	102	104	104	101
April . .	102	107	97	98	101	103	100	103	100	102	102	105	103	101
May . .	103	109	98	99	101	103	101	103	99	102	102	105	103	100
June . .	104	113	97	99	101	104	102	104	99	102	102	106	104	99
July . .	103	111	97	99	101	104	103	104	99	103	102	106	104	101
August . .	103	110	97	98	101	104	105	105	100	102	102	106	104	102
September .	103	112	97	97	101	104	104	105	101	103	102	106	105	101
October .	105	116	97	96	101	105	104	105	101	103	102	106	105	100
November .	106	118	99	96	102	105	105	105	101	103	103	106	106	99
December .	106	116	100	95	102	105	106	105	102	104	103	106	105	100
1964 January .	106	118	101	95	102	105	107	105	101	104	104	106	104	99
February .	107	118	102	97	103	105	107	105	101	105	104	106	104	98
March . .	107	117	102	97	103	105	108	105	101	106	104	106	104	98
April . .	106	115	103	97	103	105	108	105	101	106	104	106	104	99
May . .	107	116	103	96	104	106	109	106	101	107	105	107	104	99
June . .	106	114	103	95	105	106	108	106	101	108	106	107	105	100
July . .	106	113	104	95	105	107	109	106	101	108	106	108	105	100
August . .	106	114	102	94	106	107	109	106	101	107	107	107	106	100
September .	106	111	102	94	106	107	107	107	101	108	108	108	106	101
October .	107	113	104	94	107	107	107	107	102	108	109	107	106	100
November .	107	113	103	94	108	107	106	107	102	108	110	107	106	100
December .	107	113	103	94	108	107	106	107	102	109	111	108	105	100
1965 January .	108	116	102	94	108	107	106	108	102	109	111	108	106	100
February .	107	114	102	93	108	108	106	108	103	110	111	109	106	101
March . .	107	114	101	93	108	108	106	108	104	110	111	109	107	101
April . .	107	114	102	92	108	108	104	109	104	110	112	109	108	101

(1) Export Unit Value Index as a percentage of the Import Unit Value Index.

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United Kingdom import and export volume index numbers

TABLE 2 (1961 = 100)

	IMPORTS					EXPORTS							
								Manufactured Goods					
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141
1954	73	82	96	63	50	82	83	79	57	141	75	75	82
1955	82	88	102	75	63	87	85	86	65	135	86	82	90
1956	81	90	99	71	63	92	89	91	69	129	97	89	90
1957	84	93	103	70	66	93	88	93	74	128	100	91	91
1958	84	98	92	76	67	90	88	90	71	109	93	90	89
1959	90	98	98	88	77	93	90	93	81	109	99	92	91
1960	102	100	107	96	103	98	92	98	93	109	98	97	96
1961	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	103	104	96	112	104	102	110	101	107	99	100	100	103
1963	107	102	101	120	113	108	120	106	113	101	100	107	110
1964	119	104	108	128	137	112	115	111	126	105	103	107	123
Unadjusted													
1964 1st quarter . . .	119	106	107	126	136	113	115	114	125	106	102	115	116
2nd quarter . . .	121	103	109	133	143	115	116	115	127	109	109	113	125
3rd quarter . . .	116	103	105	127	133	102	104	102	123	99	96	95	119
4th quarter . . .	121	107	113	130	135	116	127	113	130	109	107	107	131
1965 1st quarter . . .	116	96	107	147	128	112	111	112	129	103	101	110	123
1964 February . . .	111	100	98	120	126	112	118	112	124	101	99	114	115
March	115	97	95	123	142	123	116	124	138	115	110	125	130
April	125	102	113	140	151	109	109	109	120	105	105	106	116
May	116	101	103	133	133	125	125	126	141	120	116	125	132
June	122	105	113	127	144	111	114	111	120	100	105	107	125
July	116	104	105	120	133	103	90	106	120	97	97	101	122
August . . .	117	98	111	128	134	109	120	108	137	108	109	95	128
September . . .	116	107	100	133	131	94	101	93	113	91	82	88	106
October . . .	127	111	113	134	148	114	125	112	132	108	101	105	135
November . . .	116	108	107	125	127	114	132	111	127	113	109	105	123
December . . .	121	102	117	132	131	119	124	116	132	106	110	110	134
1965 January . . .	119	99	114	145	127	107	110	107	121	98	97	107	110
February . . .	101	82	95	128	113	110	107	111	127	98	94	110	125
March	127	105	114	167	144	119	115	119	138	112	113	113	134
April	117	105	108	141	128	121	113	122	141	110	116	118	135
Seasonally adjusted													
1963 3rd quarter . . .	*109*	*106*	*105*	*117*	*114*	*108*	*122*	*107*	*115*	*103*	*101*	*105*	*113*
4th quarter . . .	*111*	*102*	*109*	*119*	*121*	*110*	*119*	*109*	*117*	*103*	*101*	*110*	*114*
1964 1st quarter . . .	*117*	*103*	*107*	*124*	*134*	*113*	*116*	*112*	*123*	*103*	*102*	*112*	*120*
2nd quarter . . .	*120*	*103*	*108*	*130*	*140*	*111*	*117*	*110*	*123*	*107*	*104*	*105*	*124*
3rd quarter . . .	*120*	*108*	*105*	*126*	*139*	*109*	*110*	*109*	*129*	*104*	*104*	*103*	*121*
4th quarter . . .	*119*	*104*	*110*	*133*	*134*	*113*	*119*	*113*	*130*	*107*	*103*	*109*	*125*
1965 1st quarter . . .	*114*	*94*	*109*	*144*	*125*	*115*	*116*	*115*	*131*	*104*	*105*	*110*	*132*
1964 February . . .	*116*	*103*	*107*	*126*	*130*	*116*	*121*	*116*	*127*	*101*	*102*	*117*	*122*
March	*117*	*97*	*104*	*125*	*143*	*117*	*115*	*117*	*129*	*108*	*104*	*117*	*127*
April	*119*	*97*	*110*	*130*	*142*	*107*	*112*	*106*	*120*	*106*	*103*	*101*	*119*
May	*116*	*102*	*104*	*129*	*133*	*116*	*120*	*116*	*128*	*114*	*105*	*113*	*126*
June	*124*	*109*	*112*	*130*	*145*	*110*	*118*	*109*	*120*	*102*	*105*	*102*	*127*
July	*111*	*102*	*99*	*114*	*125*	*104*	*98*	*105*	*121*	*97*	*98*	*100*	*118*
August	*126*	*111*	*111*	*129*	*150*	*116*	*123*	*115*	*143*	*110*	*119*	*105*	*129*
September . . .	*123*	*112*	*105*	*134*	*141*	*108*	*108*	*107*	*124*	*104*	*94*	*105*	*116*
October . . .	*117*	*101*	*107*	*129*	*136*	*110*	*114*	*109*	*130*	*105*	*96*	*105*	*125*
November . . .	*121*	*110*	*112*	*134*	*132*	*111*	*121*	*110*	*128*	*109*	*103*	*107*	*116*
December . . .	*120*	*100*	*111*	*135*	*136*	*119*	*123*	*118*	*132*	*106*	*110*	*115*	*135*
1965 January . . .	*116*	*98*	*107*	*141*	*124*	*111*	*116*	*110*	*125*	*102*	*102*	*107*	*123*
February . . .	*110*	*88*	*108*	*140*	*120*	*118*	*115*	*118*	*134*	*103*	*102*	*115*	*137*
March	*116*	*94*	*112*	*152*	*129*	*116*	*118*	*116*	*134*	*108*	*110*	*109*	*135*
April	*118*	*105*	*112*	*140*	*127*	*115*	*112*	*115*	*136*	*106*	*110*	*109*	*133*

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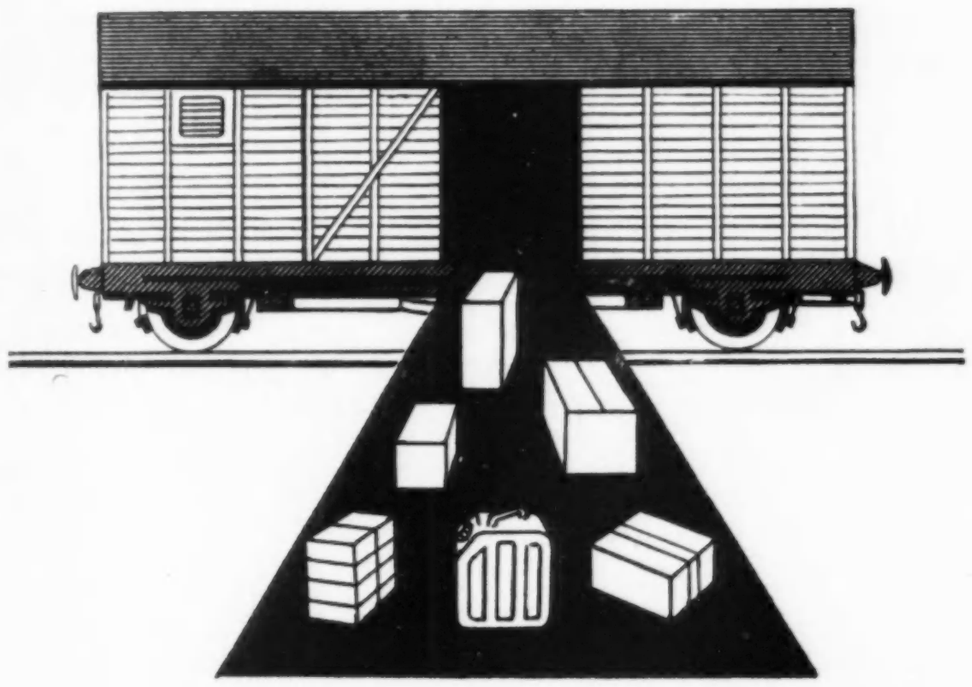

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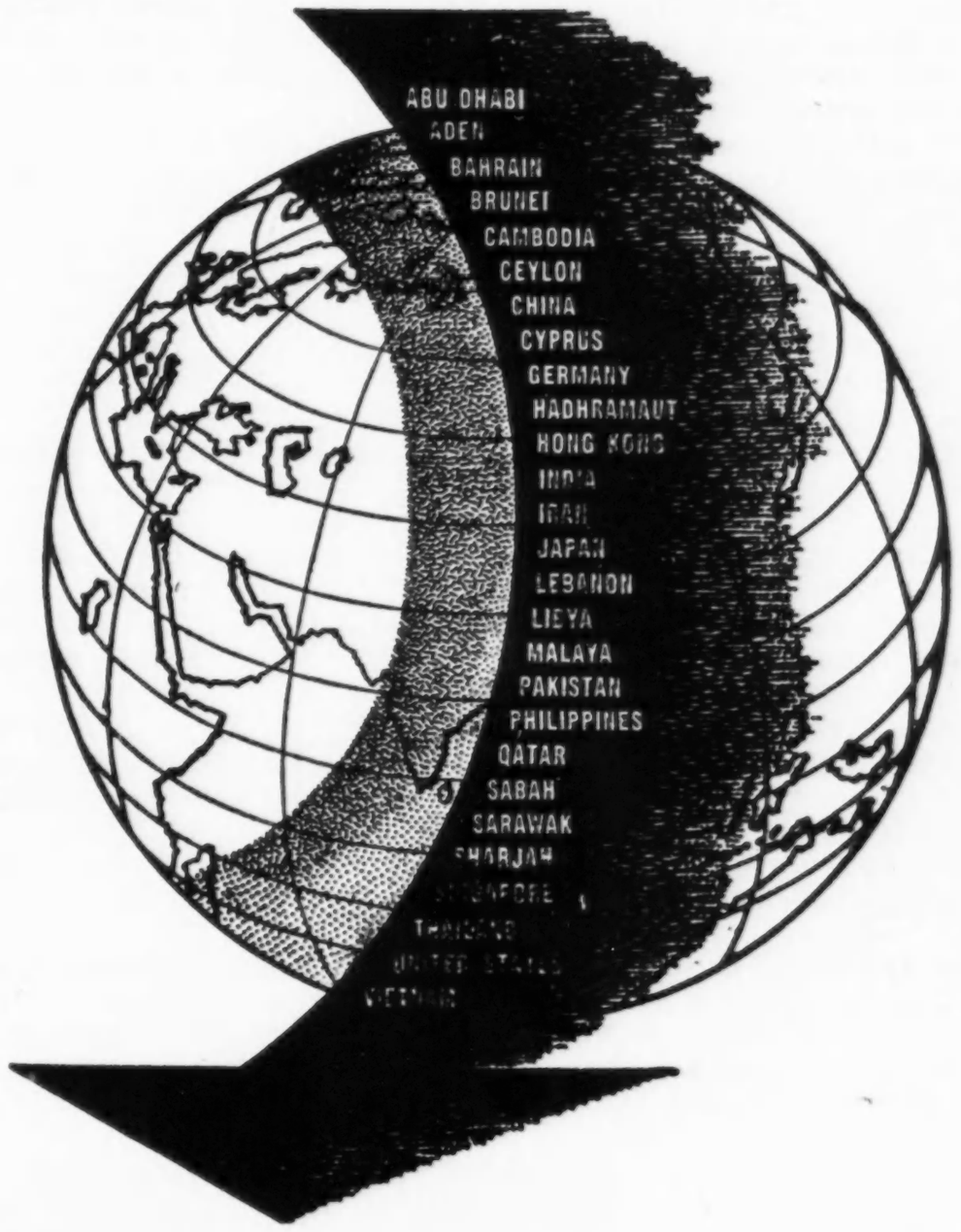

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Industry's capital expenditure in the first quarter of 1965

PROVISIONAL ESTIMATES for the first quarter of 1965 suggest that the volume of industry's capital expenditure (at 1958 prices, seasonally adjusted) was only slightly higher, about 1½ per cent, than in the previous quarter. This rise is smaller than for several quarters, but it follows a steep increase throughout 1964, and the total covers disparate movements between manufacturing industry and the distributive and service industries.

For manufacturing industry, capital expenditure is provisionally estimated to have risen by 8 per cent (at 1958 prices, seasonally adjusted). Increases occurred for each type of asset and appear to have been widespread over different industries. The provisional estimate of total expenditure in the first quarter exceeds the previous peak in the third quarter of 1961. For buildings and vehicles, the figures are higher than in any previous quarter, and for plant and machinery they approach the 1961 peak.

For distribution and service industries the estimated fall of 5 per cent in the first quarter of 1965 (at 1958 prices, seasonally adjusted) is entirely accounted for by a heavy fall in the capital expenditure of the shipping industry. For the rest of the distributive and service trades as a whole, expenditure increased by about 1 per cent, with no significant change within any one industry. There was little change in expenditure on buildings, plant and machinery, but while expenditure on ships declined, expenditure on other vehicles increased by about one-tenth.

The quarterly capital expenditure figures of the shipping industry are liable to substantial fluctuations reflecting the incidence of large progress and other payments for major orders. The large decline in the first quarter cannot therefore be taken to indicate any marked falling away in the underlying trend of investment, which, by 1964, had recovered from the low level of the previous year.

Past figures for capital expenditure on ships at 1958 prices have been revised upwards as a result of amended information on the changes in the prices of ships. The revisions mainly affect 1964, but minor changes have been made back to mid-1961. These revisions affect the figures for vehicles, the total for the distributive and service industries, and the totals for all industries combined.

Final estimates for the quarter and details for separate industry groups are due to be published in the *Board of Trade Journal* on July 9, 1965.

The launch of the Inspector General of Police in Nigeria has been treated with Cascover nylon sheathing, using the process developed by Leicester Lovell and Co. Ltd. of Southampton. It is claimed to be virtually immune to attack by the teredo beetle.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the Journal. (*See page* 1336 *of this issue*).

Industry's fixed capital expenditure

£ million

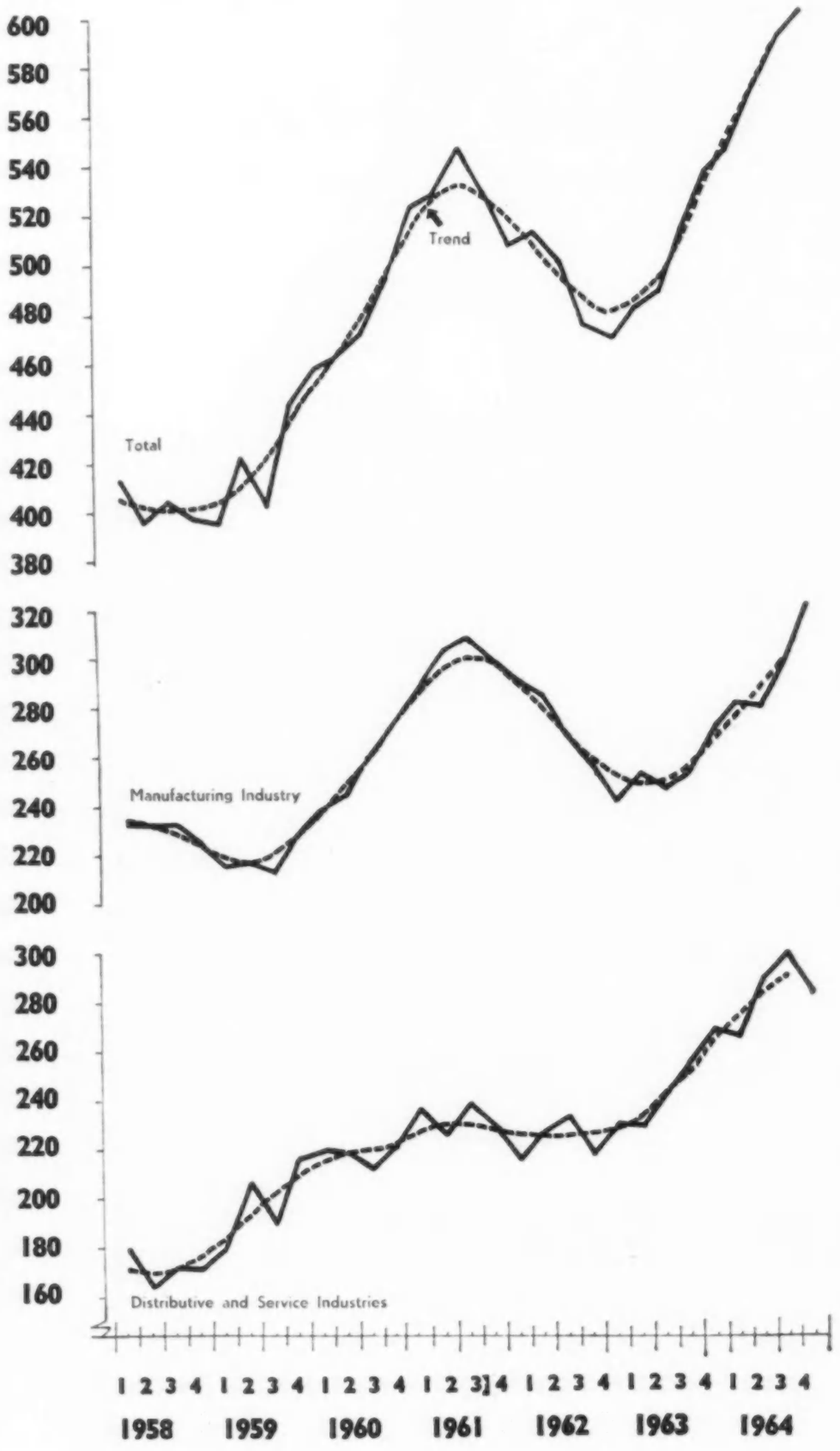

Table 1. Industry's fixed capital expenditure at 1958 prices seasonally adjusted (a)

£ million

Period	ANALYSIS BY INDUSTRIAL SECTORS		Total * †	ANALYSIS BY TYPE OF ASSET		
	Manufacturing Industry (b) *	Distributive and Service Industries (c) †		New Building Work	Vehicles †	Plant and Machinery
1958	922	688	1,610	451	360	799
1959	871	792	1,663	460	403	800
1960	1,016	873	1,889	533	457	899
1961	1,195	929	2,124	631	435	1,058
1962	1,098	899	1,997	626	386	985
1963	993	963	1,956	594	427	935
1964	1,118	1,125	2,243	664	512	1,067
1965						
1959 1st quarter	215	180	395	111	91	193
2nd quarter	216	206	422	111	110	201
3rd quarter	212	190	402	111	92	199
4th quarter	228	216	444	127	110	207
1960 1st quarter	238	220	458	133	112	213
2nd quarter	244	219	463	129	117	217
3rd quarter	261	212	473	133	111	229
4th quarter	273	222	495	138	117	240
1961 1st quarter	286	237	523	149	118	256
2nd quarter	302	226	528	159	104	265
3rd quarter	308	238	546	159	114	273
4th quarter	299	228	527	164	99	264
1962 1st quarter	291	217	508	158	96	254
2nd quarter	284	229	513	160	101	252
3rd quarter	267	235	502	165	95	242
4th quarter	256	218	474	143	94	237
1963 1st quarter	240	231	471	143	101	227
2nd quarter	254	232	486	149	103	234
3rd quarter	247	241	488	148	106	234
4th quarter	252	259	511	154	117	240
1964 1st quarter	267	269	536	155	125	256
2nd quarter	279	266	545	160	123	262
3rd quarter	278	290	568	167	133	268
4th quarter	294	300	594	182	131	281
1965 1st quarter	319	284	603	189	121	293

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for 56 per cent of total capital expenditure in 1960. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy and though some public expenditure is included, it is small; the figures are therefore very largely representative of the trend of expenditure of private industry and business.

For other footnotes, see end of article.

* Revised to take account of amended Mineral Oil Refining Figures for 1963 and 1964.

† Revised to take account of amended information on changes in the prices of ships.

Table 2. Fixed capital expenditure of manufacturing industry at 1958 prices seasonally adjusted (a) (b) (d)

£ million

Period	ANALYSIS BY INDUSTRY GROUP										ANALYSIS BY TYPE OF ASSET		
	Food, Drink and Tobacco	Mineral Oil Refining *	Chemicals, Paint and Printing Ink	Metal Manufacture	Engineering, Shipbuilding, and Metal Goods	Vehicles	Textiles, Leather and Clothing	Paper, Printing and Publishing	Other Manufacturing Industries	Total All Manufacturing Industries*			
	Standard Industrial Classification Orders												
	III	Part of IV	Part of IV	V	VI, VII and IX	VIII	X to XII	XV	XIII, XIV and XVI	III to XVI	New Building Work	Vehicles	Plant and Machinery
1958	112·6	39·7	157·3	143·5	204·8	69·8	63·6	65·2	65·1	921·6	247·0	52·4	622·2
1959	106·5	23·5	145·5	129·7	200·8	69·0	66·5	60·3	69·1	870·9	223·8	57·1	590·0
1960	128·5	15·3	134·5	186·1	228·9	78·3	85·2	67·8	91·6	1,016·2	263·5	75·3	677·4
1961	136·9	22·8	162·8	242·4	250·5	104·2	101·5	74·4	99·7	1,195·2	318·1	71·8	805·3
1962	134·8	16·3	161·6	208·2	220·0	93·8	87·1	74·9	101·3	1,098·0	297·9	61·8	738·3
1963	137·3	24·6	141·8	117·0	219·2	91·3	84·6	73·5	103·8	993·1	264·7	77·6	650·8
1964	157·3	25·4	174·3	102·1	246·9	80·3	125·3	80·2	126·3	1,118·1	311·6	89·3	717·2
1965													
1960 1st quarter	30·2	4·2	33·4	39·2	55·8	15·5	20·8	17·4	22·3	238·8	63·1	17·2	158·5
2nd quarter	31·5	4·3	31·3	42·3	55·9	19·5	21·7	15·4	21·9	243·8	62·4	18·5	162·9
3rd quarter	33·4	3·4	34·5	51·3	57·9	21·5	20·1	16·7	22·0	260·8	69·3	18·8	172·7
4th quarter	33·4	3·4	35·3	53·3	59·3	21·8	22·6	18·3	25·4	272·8	68·7	20·8	183·3
1961 1st quarter	33·9	3·3	39·8	59·4	60·8	24·6	23·8	16·8	23·7	286·1	74·3	19·0	192·8
2nd quarter	34·8	6·1	39·8	62·1	64·0	25·7	25·2	17·7	26·8	302·2	80·8	19·0	202·4
3rd quarter	34·0	6·3	42·4	61·4	63·3	27·3	27·9	20·6	24·9	308·1	80·4	17·8	209·9
4th quarter	34·2	7·1	40·8	59·5	62·4	26·6	24·6	19·3	24·3	298·8	82·6	16·0	200·2
1962 1st quarter	33·7	3·9	43·4	56·8	59·3	25·1	25·1	18·9	24·7	290·9	80·8	16·5	193·6
2nd quarter	33·1	3·9	42·4	58·2	56·3	22·9	22·2	19·2	25·4	283·6	78·7	14·7	190·2
3rd quarter	33·1	4·4	37·9	47·6	54·8	24·6	19·9	18·8	25·9	267·0	74·1	15·2	177·7
4th quarter	34·9	4·1	37·9	45·6	49·6	21·2	19·9	18·0	25·3	256·5	64·3	15·4	176·8
1963 1st quarter	31·1	4·0	33·6	33·7	55·6	22·1	20·9	17·0	21·8	239·8	63·1	16·9	159·8
2nd quarter	33·9	6·0	36·6	31·7	56·5	24·3	20·0	19·4	25·3	253·7	68·0	19·9	165·8
3rd quarter	35·3	6·8	35·4	25·7	55·2	22·4	20·7	19·5	26·1	247·1	66·1	20·3	160·7
4th quarter	37·0	7·8	36·2	25·9	51·9	22·5	23·0	17·6	30·6	252·5	67·5	20·5	164·5
1964 1st quarter	38·2	8·4	38·3	24·7	61·3	20·2	28·5	19·2	27·9	266·7	74·2	23·0	169·5
2nd quarter	39·1	6·4	41·7	24·8	63·5	22·0	31·0	19·1	31·9	279·5	78·3	23·0	178·2
3rd quarter	42·3	5·2	43·4	25·5	61·1	16·6	30·5	21·8	31·3	277·7	75·6	22·2	179·9
4th quarter	37·7	5·4	50·9	27·1	61·0	21·5	35·3	20·1	35·2	294·2	83·5	21·1	189·6
1965 1st quarter										318·9	91·2	24·7	203·0

* Mineral Oil Refining figures for 1963 and 1964 have been amended.

(*Continued on next page*)

Table 3. Fixed capital expenditure in the distributive and service industries at 1958 prices seasonally adjusted (a) (c) (d)

£ million

Period	ANALYSIS BY INDUSTRY GROUP					ANALYSIS BY TYPE OF ASSET		
	Wholesale Distribution	Retail Distribution	Shipping*	Other Industries	Total *			
	Standard Industrial Classification							
	810, 831, 832	820	704	XVII, Part of XIX, XXI, Part of XXII and XXIII	XVII, Part of XIX, XX, Part of XXI, Part of XXII and XXIII	Building Work	Vehicles*	Plant and Machinery
1958	73	130	147	338	688	204	307	177
1959	92	163	161	376	792	236	346	210
1960	100	175	158	440	873	270	381	222
1961	105	195	126	503	929	313	363	253
1962	116	187	104	492	899	328	324	247
1963	126	204	85	548	963	329	350	284
1964	145	240	124	616	1,125	352	423	350
1965								
1960 1st quarter	22	43	40	115	220	70	95	55
2nd quarter	25	43	43	108	219	67	98	54
3rd quarter	26	44	38	104	212	64	92	56
4th quarter	27	45	37	113	222	69	96	57
1961 1st quarter	28	44	39	126	237	75	99	63
2nd quarter	27	47	27	125	226	78	85	63
3rd quarter	26	52	31	129	238	79	96	63
4th quarter	24	52	29	123	228	81	83	64
1962 1st quarter	25	52	26	114	217	78	79	60
2nd quarter	27	48	33	121	229	81	86	62
3rd quarter	33	46	22	134	235	91	80	64
4th quarter	31	41	23	123	218	78	79	61
1963 1st quarter	29	52	23	127	231	80	84	67
2nd quarter	32	47	18	135	232	81	83	68
3rd quarter	31	51	22	137	241	82	86	73
4th quarter	34	54	22	149	259	86	97	76
1964 1st quarter	36	58	27	148	269	81	102	86
2nd quarter	34	62	28	142	266	82	100	84
3rd quarter	35	60	36	159	290	91	111	88
4th quarter	40	60	33	167	300	98	110	92
1965 1st quarter					284	98	96	90

* Shipping figures have been amended.

Table 4. Industry's fixed capital expenditure at current prices (a)

£ million

Period	Manufacturing Industry * (b)	Distributive and Service Industries (c)	Total *
1958	922	688	1,610
1959	867	782	1,649
1960	1,021	863	1,884
1961	1,239	934	2,173
1962	1,168	927	2,095
1963	1,074	993	2,067
1964	1,244	1,174	2,418
1965			
1960 1st quarter	221	212	433
2nd quarter	236	212	448
3rd quarter	271	202	473
4th quarter	293	237	530
1961 1st quarter	273	233	506
2nd quarter	304	223	527
3rd quarter	331	230	561
4th quarter	331	248	579
1962 1st quarter	286	218	504
2nd quarter	294	232	526
3rd quarter	290	235	525
4th quarter	298	242	540
1963 1st quarter	241	234	475
2nd quarter	268	235	503
3rd quarter	269	242	511
4th quarter	296	282	578
1964 1st quarter	273	272	545
2nd quarter	304	273	577
3rd quarter	311	292	603
4th quarter	356	337	693
1965 1st quarter	336	298	634

* Mineral Oil Refining figures for 1963 and 1964 have been amended.

Notes relating to Table 1, 2, 3 and 4

(a) Expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

(b) Standard Industrial Classification Orders III to XVI.

(c) Standard Industrial Classification Order XVII (Construction); XIX (Transport and Communication) excluding 701 – Railways, 705 – Port and Inland Water Transport, 706 – Air Transports and 707 – Postal Services and Telecommunications; XX (Distributive Trades); XXI (Insurance, Banking and Finance) excluding savings departments of the Post Office and Trustee Savings Banks; XXII (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXIII (Miscellaneous Services).

(d) Care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

A Priestman Tiger VX crowd shovel excavator fitted with a $\frac{3}{4}$ cubic yard bucket working in a quarry in Spain. A high proportion of the production of this leading export engineering company depends on the use of their three Hancock machines which produce 200,000 flame cut components annually. Hancocks themselves also do a considerable export business throughout the world.

UNION-CASTLE ACCELERATE WEEKLY SERVICE FROM JULY 16

For more than a hundred years, Union-Castle have maintained a fast regular mail, passenger and cargo service between Southampton and Cape Town. Now this famous weekly service is to be accelerated. From July 16 Cape Town will be reached in 11½ days, Port Elizabeth in 13½ days, East London in 15½ days and Durban in 16½ days.

Departures will be on Fridays, instead of Thursdays, the service being maintained by seven ships. These include two new ships—the Southampton Castle and the Good Hope Castle.

For further information about this accelerated service to South Africa apply to Outward Freight Department.

UNION-CASTLE LINE

Greenly House, 30 Creechurch Lane, London, EC3 Tel: AVE 4343
Head Office: Cayzer House, 2-4 St. Mary Axe, London, EC3 Tel: AVE 4343

Advertisement of Company Meeting

IN MEMORIAM

Lord Marks of Broughton, our Chairman for forty-eight years, passed away on Tuesday, 8th December 1964. His death has been mourned not only by his family, colleagues and staff, but by a large number of people beyond the walls of our offices and stores, and indeed beyond the shores of Britain.

He entered the business of Marks and Spencer Limited in 1907. Soon after—in December of that year—his father, Michael Marks, the founder of the business, passed away at the young age of 45 years. From that time until his death, Lord Marks took up and bore the burden of the leadership of Marks and Spencer—in the first few years as a director and chief merchandiser and since 1916 as its Chairman.

His approach to the problems of the business was activated by a great human quality—namely, that it is the well-being of the community in which we live which should be the important mainspring of our objectives. In business he strove to translate this ideal into practice. He realised that the three main human factors of success in the development of a retail business are the customers, the suppliers and the staff, and it is they who must feel that their association with Marks and Spencer has brought them benefits and contentment.

Lord Marks firmly believed that the British manufacturers could be both efficient and imaginative if given the opportunity of regular large-scale production. He had faith in their common sense, rectitude and business ability. Lord Marks based his business policy on these considerations and it was, and is, no idle boast that 99 per cent of our merchandise is made in Britain.

Lord Marks has passed on. He has left a great heritage to his successors. The impact of his personality, of the unique qualities of his character and teaching will remain our treasured inheritance.

THE HALLMARK OF QUALITY & VALUE

St Michael REGD

MARKS AND SPENCER LIMITED

RECORD SALES NEARLY £220,000,000 · CHANGING PACE AND PATTERN OF GROWTH

99 per cent GOODS OF BRITISH MANUFACTURE

The Thirty-ninth Annual General Meeting of the Company was held on 3rd June at the Registered Offices, Michael House, Baker Street, London, W.1. Mr. Israel M. Sieff, Chairman and Joint Managing Director, presiding.

The following is an extract from his circulated statement:—

CHANGES ON THE BOARD

My colleagues have done me the honour of appointing me your new Chairman and it is my task as well as my privilege to ensure that the heritage Lord Marks has left to us will not only continue but be enhanced in the years to come.

Mr. G. D. Sacher, M.A., who was appointed an Alternate Director in 1960, has now been co-opted a full member of our Board, and you will be asked at our forthcoming meeting to confirm his appointment.

Mr. Henry N. Lewis, B.A., and Mr. A. E. F. Giffard have been appointed as Alternate Directors.

These gentlemen have served the Company for many years in responsible posts and their appointments continue our method of recruitment to the Board—namely, from within our own organization, of men experienced in the policy, principles and activities of our business.

GENERAL SURVEY

Once again, we have achieved a record year of volume of sales and profits. As compared with last year our turnover has increased by £18,297,000—from £201,494,000 to £219,791,000—and our pre-tax profit, by £2,586,000 from £25,070,000 to £27,656,000. The principles on which our growth is based have remained unchanged. Upgrading of merchandise, store developments, increased collaboration with our suppliers, and a contented staff, have all aided to ensure the steady progress of our business.

We believe that we have evolved a Marks and Spencer image in which our customers have faith. In order to keep this image clear and distinct, we are interested in our merchandise from the raw material to the finished product. We take the initiative in preparing specifications, in selecting raw materials and in technological collaboration with our manufacturers. We determine in which direction our growth and expansion lie, and we inform our suppliers accordingly. Thus they may with confidence purchase the latest machinery to supply our anticipated increased demand. Because of these measures we are able to ensure that 99 per cent of our merchandise is manufactured in Great Britain.

The problem of quality control is of the utmost importance to our progress. It is one of the most constructive functions of our technologists and technicians. They have worked out in collaboration with our manufacturers, specifications and standards of quality for all our goods. We and our manufacturers are more and more convinced of the need for continuous vigilance at the various stages of the production process in order to maintain these standards. Our brand name 'St. Michael' is regarded by our customers as a guarantee of the durability, performance and fit of our goods. We jealously guard this brand name, for it protects our customers and it is our greatest asset.

There is a continual improvement and development of Man-Made Fibres, which play an important role in our textile business. In the year under review nearly two-thirds of all our clothing and knitwear was manufactured from fibres such as Nylon, Orlon, Terylene, Tricel and the Acrylics. Technological modifications of several of these fibres have imparted special properties and characteristics to them, enabling us to create new, useful and attractive articles.

We are concerned with the proper utilization of our continuously increasing selling space. We need larger quantities of merchandise and a widening of the range of goods that we sell. In regard to the former, we are studying the problem of increased production with our existing suppliers; and in regard to the latter, we are studying the gaps in our customers' needs so as to satisfy them. Thus, we shall ensure that our range of garments and foodstuffs will include new lines which are in large demand as well as the improvement of existing merchandise in value and quality.

STORE DEVELOPMENT

I believe that we are witnessing changes in the pace and pattern of our growth. We arranged last October with the Prudential Assurance Company Limited to raise a Debenture of £10,000,000. This money will augment the amounts we retain each year and plough back for the development of our existing stores and the building of new ones.

Our programme of store development in the year under review has been the most extensive of the last ten years. Extensions and modernization of sixteen stores were completed. They have become larger effective selling units of the Company and their volume of business will increase considerably.

Our programme for the next financial year will include the development and completion of seventeen stores. Amongst them will be two in towns in which we are not represented, namely Belfast and Ilford. Whilst it has been and is our policy to continue with the expansion of our existing stores, we are at the same time investigating a number of new sites.

The store development programme in the two years—1965-1967—envisages an increase of sales area of over 300,000 sq. ft.—equivalent to the addition of twelve new stores.

FOOD SECTION

Our food sales have continued to expand and in the year under review exceeded £50,000,000. We have made in recent years important improvements in the type and quality of our foodstuffs.

Our brand name, St. Michael, carries with it an assurance of uniform good quality and is a guarantee of the accuracy of the description we give our goods. This idea is the very marrow of our thinking and planning.

We and our suppliers, working together, have by more efficient methods of processing and distribution extended the variety of our goods. We have been able to meet the challenge of rising costs so as to enable us to minimize increases in price.

The problem of ensuring the production of our foodstuffs under the most hygienic and clean conditions is constantly before us. We have a specially trained team of experts who visit our suppliers regularly so as to help them in solving the problems of hygiene with which they may be faced. This is an important aspect of our food business.

TRIBUTE TO SUPPLIERS

The brand name, St. Michael, is just as important to our suppliers as it is to us. They know that they must honour our guarantee that the article our customers buy is manufactured of fine quality raw materials and controlled for quality and finish in the various processes which the goods undergo.

Hence we regard our relations with suppliers as an important factor in the success of our business. We depend upon their efficiency and, above all, their willingness to co-operate freely with us. They are, so to speak, our partners in the success we have achieved in our merchandising policies.

We gladly thank our suppliers for their sincere collaboration.

TRIBUTE TO STAFF

I take this opportunity to thank our staff, both at Head Office and in Stores, for their contribution to the success of the Company over the past year.

During the year the wages of our staff have been substantially raised and the annual bonus has been increased to four weeks' wages for all those who have been with the Company for a minimum of two years. In addition to the generous holidays enjoyed by the staff, we have now introduced a five-day working week which includes the provision of a number of free Saturdays. This concession is greatly valued.

We also provide extensive training schemes for the benefit of the staff. By this means we try to give them the knowledge and confidence necessary for their various tasks, and to develop them according to their abilities. We believe that our staff come to us more for a career than for a job.

Our interest in the well-being of the staff continues when they retire. We provide generous pensions which are reviewed from time to time in relation to the cost of living. We keep in touch with our pensioners throughout their retirement so that they shall never lose their sense of belonging to the Marks and Spencer family.

10 YEAR STATEMENT

	YEAR ENDED 31st MARCH									
	1956	1957	1958	1959	1960	1961	1962	1963	1964	1965
SALES	£ 119,400,000	£ 125,012,000	£ 130,429,000	£ 134,449,000	£ 148,023,000	£ 166,501,000	£ 172,826,000	£ 184,878,000	£ 201,494,000	£ 219,791,000
PROFIT BEFORE TAXATION	10,130,000	12,806,000	14,143,000	15,059,000	17,806,000	20,495,000	21,335,000	22,455,000	25,070,000	27,656,000
TAXATION	5,175,000	7,200,000	7,950,000	7,350,000	8,725,000	10,200,000	10,800,000	11,350,000	12,850,000	14,800,000
NET PROFIT AFTER TAXATION	4,955,000	5,606,000	6,193,000	7,709,000	9,081,000	10,295,000	10,535,000	11,105,000	12,220,000	12,856,000
DIVIDENDS (NET)	2,660,000	3,181,000	3,441,000	4,132,000	5,384,000	6,381,000	7,013,000	7,745,000	8,567,000	9,258,000
PROFIT RETAINED	2,145,000	2,230,000	2,352,000	3,277,000	3,527,000	3,688,000	3,642,000	3,210,000	3,712,000	3,246,000
DEPRECIATION	693,000	876,000	904,000	944,000	943,000	1,015,000	1,164,000	1,413,000	1,669,000	1,844,000

A copy of the full report can be obtained from the Secretary, Michael House, Baker St., London, W.1

Commonwealth Preference: Tariff Duties and Preferences on United Kingdom exports to the Preference Area

By R. W. Green, Statistics Division, Board of Trade

Commonwealth Preference: Tariff Duties and Preferences on United Kingdom exports to the Preference Area

This, the first of two articles providing a statistical analysis of the magnitude and pattern of Commonwealth Preference, covers tariff duties and preferences on United Kingdom exports to the Commonwealth Preference area. A subsequent article will examine United Kingdom duties and preferences on imports from the Commonwealth Preference area.

In 1961 about one-half of the United Kingdom's exports to the Commonwealth Preference Area entered free of duty, and the rate of duty on all exports to the Area averaged 13-15 per cent. Slightly more than one-half of our exports enjoyed some measure of tariff preference; the average margin on all exports was 6½-7 per cent. Comparisons with an earlier study suggest that though there has been some erosion of margins since 1948 in many markets, the decline in the value of preference on our exports to the Area as a whole which occurred between 1937 and 1948 has not continued at the same pace in the following decade. The arresting of the decline partly arises from changes in the market pattern of trade which have lessened the impact on the overall average results of the reduction of preferences consequent on tariff negotiations in this period.

Introduction

From the early years of this century United Kingdom exports have enjoyed some measure of preferential tariff treatment in a number of Commonwealth countries, and by 1932, the year of the Ottawa Conference, this preference system covered a very wide range of exports. That Conference and subsequent tariff changes further enlarged the preference system. The years since the last war have seen some reduction in the importance of Commonwealth preference following tariff changes negotiated under the General Agreement on Tariffs and Trade (GATT) and in bilateral trade agreements.

A statistical evaluation of the importance of Commonwealth preference in the pre-war and immediate post-war periods was the subject of an analysis by Sir Donald MacDougall and Mrs. Rosemary Hutt, published in the June 1954 issue of the *Economic Journal* (referred to as the MacDougall-Hutt analysis in this article). The results of that analysis demonstrated the striking growth in the importance of preference between 1929 and 1937 and its partial decline in importance between 1937 and 1948. The analysis presented here relates, in the main, to the position prevailing in 1961. Primarily the intention of the present study is the presentation of a statistical appraisal of the tariff duties and preferences on United Kingdom exports to the Commonwealth Preference area for a recent year. Additionally, however, the existence of the earlier analysis[1] enables some broad conclusions to be drawn about changes in duties and preferences since 1948. All such conclusions must be qualified with the reservations that, while the general methodology of the present study follows that of the MacDougall-Hutt analysis, the methods now employed may differ in detail and, more important, the nature of the basic statistical material available at the time the respective studies were made could substantially influence comparisons between them.

Coverage

The present study covers United Kingdom exports to all of the more important trading nations within the Commonwealth Preference area which grant preferential treatment to imports of United Kingdom origin[2]. Twenty-four countries, which together took some 98 per cent of the total of United Kingdom exports to the Commonwealth Preference area in 1961, have been included in the analysis. (The coverage of the preference area has not changed substantially since 1961, though there have been a number of changes within the area since that time. The titles and definition of countries used throughout this article relate to the position which existed in 1961.)

The analysis relates very largely – the major exception being the Irish Republic – to the situation prevailing in 1961, this being the latest year for which detailed statistics were available from many countries at the time the analysis was commenced. The analysis covering the Irish Republic was done later than that for the other countries, and statistics relating to 1963 were used. The national tariff schedules used related to the tariff situation obtaining at the close of 1961, again excepting the Irish Republic for which country the tariff schedules related to 1963.

Sources and methods

The purpose of the analysis was to evaluate, in quantitative terms, the structure and incidence of tariff duties and preferences. Ideally the basic material for such an analysis would be import statistics giving against each heading in a tariff schedule the value of goods imported and the amount of duty paid, if any. Information in a form very near to the ideal was available for Canada, Australia and the Irish Republic. For other countries it was necessary to use the values of imports classified according to the national statistical trade classifications (often based on the Standard International Trade Classification) in conjunction with the schedules of rates of duty according to the tariff classification. The marrying together of commodity headings from these two types of classification at times introduced an element of judgment, and consequently some imprecision into the results of the analysis. In general, however, this problem was not a major source of difficulty, and it does not seriously affect the validity of the results.

A more serious difficulty did arise in the use of the various national tariff schedules as reliable indicators of the actual rates of duty to which imported goods were liable. In the tariff schedules of some countries there were instances of alternative rates of duty, including complete exemptions from duty, applying to the same commodity, the rate actually applied depending upon the nature of the import, e.g. if the authorities considered the import 'essential' or if suitably comparable goods could not be domestically produced. In such instances the actual rates of duty and margins of preference applied were not known, and it was necessary to calculate the results in terms of maximum and minimum limits

(1) Supplemented by some results from a study by D. J. Morgan, 'Imperial Preference in the West Indies and in the British Caribbean 1929-55; a quantitative analysis', Economic Journal, March 1962.

(2) The Preference Area and the Commonwealth are not coincident in coverage, e.g. the Republic of South Africa and the Irish Republic are members of the former but not the latter grouping, and on the other hand, some Commonwealth countries do not grant tariff preferences to imports from the United Kingdom.

of preference. As a result, for some countries, e.g. the Republic of South Africa, only a rather indeterminate summary of the overall position on duties and preferences was possible.

The information used in the analysis of tariff duties on United Kingdom exports is simply the British Preferential duty rate as given in the various national tariff schedules or, in some instances, rates derived from the actual amount of duty collected. The percentage margin of preference on each commodity was defined as the difference between the m.f.n. rate and the British Preferential rate expressed as a percentage of the import value excluding duty. (This is the definition used in the MacDougall-Hutt analysis except that the tariff rate on imports from the United States was used and not the m.f.n. rate. In fact, these rates would rarely differ and this minor difference in definition does not affect comparisons between the earlier and the present results). Specific duties, i.e. duties in other than *ad valorem* terms, have been converted to their *ad valorem* equivalents, the conversion being based on the average values of imports from the United Kingdom. There may be grounds for arguing alternative bases of conversion to *ad valorem* equivalents, e.g. using average values of imports from all sources, but since specific duties were in the main relatively uncommon, the results are not materially affected by this choice of valuation.

A second measure of the margin could have been calculated by expressing the difference between the m.f.n. rate and the British Preferential duty rate as a percentage of the import value including duty; obviously in the context of competitive advantage the level of duty is relevant in assessing the importance of the margin. However, since both the British Preferential duty and the margin on import values excluding duty have been calculated it has been possible to derive margins expressed as percentages of the import value inclusive of British Preferential duty and this alternative concept has been presented with the summary results given for each country.

The average rates of duty and average margins of preference given for individual countries have been calculated by weighting the rates and margins on individual items by the value of imports of each from the United Kingdom. Thus, for each country, the average rate of duty is simply the amount of duty paid, or assumed to have been paid, expressed as a percentage of the total value, excluding duty, of imports from the United Kingdom; similarly the average margin of preference is the difference between the total duty paid on imports from the United Kingdom and the total that would have been paid had those same imports been subject to m.f.n. duties,[3] again expressed as a percentage of the total value, excluding duty, of imports from the United Kingdom.

This concept is, of course, not the same as the difference between the average rates of duty actually paid on imports from the United Kingdom and from m.f.n. sources, since the latter average would depend on the commodity composition of imports from m.f.n. sources which will usually differ from the commodity composition of imports from the United Kingdom.

The average answers for the Preference Area as a whole were obtained by weighting the results for individual countries by the value of United Kingdom exports to these countries. This set of weights was preferred to weighting by values of imports from the United Kingdom as published by the individual countries, since the basis of valuation of these latter figures is not uniform.

These methods of calculation are the same as those used in the MacDougall-Hutt analysis. They are open to objection, as indeed are all methods of estimating the average levels of tariffs, there being no uniquely accepted method of measuring the average height of a tariff barrier. Since there may be some tendency for the volume of imports of a commodity to be inversely correlated with the height of the confronting tariff the method for calculating the average level of duty used here may produce a lower estimate of the height of the tariff than some other alternative estimates. In the case of average margins of preference, as MacDougall-Hutt suggest, there may be a tendency for the volume of imports from the United Kingdom and the size of the preference margin to be positively correlated; if so the method of weighting by imports from the United Kingdom will result in an average margin of preference greater than would result if weighting by imports from all sources were the method used. However, possible relationships between volumes of trade, duty levels and preference margins are in practice only one factor of many influencing the size and composition of a country's imports; the pattern of demand, industrial change, technological progress and Government policy may be equally, or more, important factors.

(3) More precisely, for those countries for which tariff statistics were available (Canada, Australia and the Irish Republic), the m.f.n. duties actually applied to comparable goods from m.f.n. sources. These duties were not always the same as the 'nominal' m.f.n. duties given in the tariff schedules.

Alternative weighting systems may attempt to deal with these criticisms but these systems are equally subject to various other drawbacks. In short there is no unique way of calculating these averages; the method used here has the merit of straight-forward meaning and common usage in the statistical analysis of tariff structures.

Tariff duties in 1961

Table I gives, for each country in the Commonwealth Preference Area, the proportion of imports from the United Kingdom which entered free of duty and also the average rate of duty on all imports and on imports enjoying preference from the United Kingdom. (On pages x-xvi table is given for each country showing the distribution of imports from the United Kingdom by ranges of duty and also the values of these imports subject to various types of duty.)

Approximately 50 per cent of all imports into the Preference Area from the United Kingdom entered free of tariff duty. About one-half of the countries in the area granted a higher duty-free proportion than this and, broadly, these countries fell into two distinct categories. The first of these is the more-developed countries which, in general, impose duties over a wide range of their imports from other than Commonwealth sources but which grant a substantial amount of duty-free entry on Commonwealth imports. The other category is a number of smaller countries, particularly in South East Asia, which impose duties on a very limited range of imports irrespective of source.

Average rates of duty on all imports from the United Kingdom were lower, as would be expected, in the case of the more-developed countries than the average for the area as a whole of 13-15 per cent. For Canada, Australia and the Irish Republic the average rates were under 10 per cent and probably only about that level for the Republic of South Africa and for New Zealand. (The comparability of the averages for individual countries is affected, though only to a minor extent, by differences in the basis of import valuation. Many countries valued their imports on a c.i.f. basis, but some, particularly the larger countries, valued on an f.o.b. or similar basis.[4] Many of the smaller countries impose relatively high duties on certain imports, mainly for revenue rather than protective purposes and this fact explains why in some cases the average level of duty is relatively high despite a high proportion of duty-free imports.

Table I also shows the average rate of duty on imports from the United Kingdom enjoying preference. The MacDougall-Hutt analysis provided similar averages for 1948 and these figures have been reproduced in the table. Too much must not be read into these comparisons with 1948 – the question of comparison with the MacDougall-Hutt results is discussed more generally below – but it appears that the average level of duty on imports enjoying preference in 1961 into the area as a whole was much the same as, or slightly higher than, in 1948 and the duty levels in almost all countries compared in the table were higher in 1961 than in 1948. It does not follow that average tariffs against total imports from the United Kingdom have also risen over this period – these averages were not calculated for 1948 by MacDougall-Hutt – but it is very unlikely that there has been any noticeable reduction in British preferential tariff levels since 1948.

Tariff preferences in 1961

Table 2 gives details, by individual countries, of proportions of imports from the United Kingdom enjoying preferences and the average margins of preference on these imports and on all imports.

Rather more than half of the total imports from the United Kingdom into the Preference Area enjoyed some measure of tariff preference over imports from m.f.n. sources in 1961. About half of the countries in the area granted such treatment to 80 per cent or more of their imports from the United Kingdom. Of the remaining countries, in some instances, e.g. Hong Kong, Gibraltar, Singapore and the Federation of Malaya, the proportion was relatively low because these countries impose few duties and hence the scope for preferential tariff treatment is very limited.

(4) These latter countries were Canada, Australia, New Zealand, Federation of Malaya, Federation of Rhodesia and Nyasaland, Gibraltar and British Honduras.

The margin on imports enjoying preferences in 1961 into the area as a whole was calculated to have been about 12 per cent of the import value exclusive of duty. Since rather more than half of all imports enjoy preferences, the margin on all imports from the United Kingdom was about 6½-7 per cent. Margins were higher than average in three of the largest markets in the area – Canada, Australia and New Zealand – and also in the Caribbean countries. Margins tended to be relatively low in Asian Commonwealth countries.

The table also gives margins of preferences expressed as percentages of import values including (British preferential) duty which is a more appropriate measure of the value of these margins from the viewpoint of competitive advantage. On this basis the margins are, of course, lower in all cases, the reduction on average, being of the order of one-seventh.

Relation of preference margins to duties

The results of the present analysis suggest, at least for the tariff structure of some countries in the Preference Area, that there is some positive relationship between the size of the percentage margin and the height of the tariff duty. This is shown by many of the tables for individual countries given at the end of this article, which reveal that there is some tendency for higher margins of preference to be granted on imports subject to higher rates of duty.

Commonwealth Preference Area: Average rates of duty in 1961 (a)

TABLE 1

Country	Proportion to each country, of total United Kingdom exports to Preference Area (%)	Imports from the United Kingdom free of duty as a proportion of total imports from the United Kingdom (%)	Average rate of duty on all imports from the United Kingdom (%)	Average rate of duty on imports from the United Kingdom enjoying preference (%)
Canada	16·3	67	7	10 [10]
Australia	14·8	66	9	10 [9]
India	11·1	4	29	34-35 [25-26]
Republic of South Africa	10·8	39-62	8-14	3-6 [2-3]
Irish Republic	9·8	69	8	9
New Zealand	9·1	55-57	10-14	11-14 [6-8]
Federation of Malaya	3·8	64	15	46 [96 (b)]
Federation of Rhodesia and Nyasaland	3·5	35-37	8-16	6-10 [5-6 (c)]
Hong Kong	3·2	92	3	38 [59-68]
Pakistan	3·2	5-6	24-26	27-40
Ceylon	2·0	7-8	55-63	58-72 [23-24]
Singapore	1·9	71	12	28 [108 (d)]
Trinidad and Tobago	1·9	15	16	16 (e)
Jamaica	1·7	23	22	23 (e)
Republic of Cyprus	1·0	29-37	26-33	37-39
Malta	0·9	15	20	21 [19-20]
Sierra Leone	0·8	17	25	25
British Guiana	0·8	2	16	16 (e)
Mauritius	0·5	2	15	12
Barbados	0·4	11	14	14 (e)
Gibraltar	0·3	75	16	98
North Borneo	0·2	49	15	5
British Honduras	0·1	8-17	18-20	21
Sarawak	0·1	59	9	9
Total	98·0	...	...	...
Average	...	48-51	13-15	14-16 [14]

Figures shown thus [ ] are the results from the MacDougall-Hutt analysis for 1948.
(a) 1961/62 for Australia; 1963 for Irish Republic.
(b) Federated Malay States in 1948.
(c) Southern Rhodesia and Northern Rhodesia only, in 1948.
(d) Straits Settlements in 1948.
(e) 15 per cent from the Morgan analysis for for 1948, Trinidad and Tobago, Jamaica, British Guiana and Barbados combined.

The present analysis follows, in its general statistical approach, the earlier MacDougall-Hutt study and a comparison of the results for 1948 and 1961 is sufficiently valid for some general conclusions to be drawn about changes in tariff preferences on United Kingdom exports over this period. (The MacDougall-Hutt study dealt mainly with preferences and only a limited amount of information on duties is available from that study.) Conclusions based on a direct comparison of the figures for the two years, however, must be treated with some caution.

The years compared may not always be representative either as regards the individual tariff rates applied or the pattern of trade. (The latter is important, of course, in determining the average levels of duties and of margins both for individual countries and the area as a whole.) In general, the years compared are

Commonwealth Preference Area

Proportions of imports from the United Kingdom enjoying preference and average margins of preference in 1961 (a)

TABLE 2

Country	Proportion to each country of total United Kingdom exports to Preference Area (%)	Imports from the United Kingdom enjoying preference as a proportion of total imports from the United Kingdom (%)	Average margin of preference (on import value exclusive of duty)		Average margin of preference (on import value inclusive of duty)	
			All imports from United Kingdom (%)	Imports from United Kingdom enjoying preference (%)	All imports from United Kingdom (%)	Imports from United Kingdom enjoying preference (%)
Canada	16·3	66 [85-87]	8 [10-11]	13 [12-13]	8	12
Australia	14·8	85 [88-91]	10 [13-14]	12 [15-16]	9	11
India	11·1	18-23 [24-25 (b)]	1-2 [3 (b)]	7-8 [11-12 (b)]	1	6
Republic of South Africa	10·8	16-32 [32-34]	1-2 [1-2]	4-5 [4-5]	1-2	4-5
Irish Republic	9·8	30	2	7	2	7
New Zealand	9·1	83-87 [90-91]	17-18 [16-17]	20-21 [18]	14-16	17-19
Federation of Malaya	3·8	22 [36 (c)]	2 [5 (c)]	10 [13-14 (c)]	2	7
Federation of Rhodesia and Nyasaland	3·5	93-96 [97 (d)]	9-10 [14 (d)]	10 [14 (d)]	8-9	9-10
Hong Kong	3·2	9 [7]	1 [1]	14 [16-24]	1	10
Pakistan	3·2	11-13	1	8	1	6-7
Ceylon	2·0	66-74 [65-68]	6-7 [5-6]	9 [8-9]	4	5-6
Singapore	1·9	22 [23]	3 [4]	12 [16]	3	9
Trinidad and Tobago	1·9	99 [74]	10 (e)	10 (e)	8	9
Jamaica	1·7	95 [87]	11 (e)	12 (e)	9	10
Republic of Cyprus	1·0	70-86	8-10	11-12	6-8	8-9
Malta	0·9	84 [76]	11 [10]	13 [13]	9	11
Sierra Leone	0·8	90	4	4	3	3
British Guiana	0·8	99 [89]	12 (e)	12 (e)	11	11
Mauritius	0·5	89	13	15	11	13
Barbados	0·4	96 [91]	10 (e)	10 (e)	9	9
Gibraltar	0·3	12	1	8	1	4
North Borneo	0·2	50	5	11	5	10
British Honduras	0·1	87-97 [81]	9-11 (e)	10-11 (e)	8-9	9
Sarawak	0·1	16	2	15	2	14
Total	98·0 [96]	...	...	...	...	...
Average	...	53-56 [49-51]	6½-7 [7]	12 [14-15]	6	11

Figures shown thus [ ] are the results from the MacDougall-Hutt analysis for 1948; results for Caribbean countries from the Morgan analysis.
(a) 1961/62 for Australia; 1963 for Irish Republic.
(b) Includes, in part, results for Pakistan in 1948.
(c) Malayan Union in 1948.
(d) Southern Rhodesia and Northern Rhodesia only, in 1948.
(e) 12 per cent and 10 per cent from the Morgan analysis for 1948, for average margins on imports enjoying preference and on all imports respectively, for the Caribbean countries combined.

thought to be fairly normal in these respects though the results for some countries e.g. Australia and Canada (see 'Results for Individual Countries'), could well have been different if a recent year other than 1961 had been analysed. Again, the statistical material available for these two years may have been more or less satisfactory for the required purpose. It has not been possible to gauge the importance of this factor though at least in the case of the Irish Republic, as explained in the notes on that country, it is most unlikely that the present results are comparable with the MacDougall-Hutt results for 1948.

More countries have been included in the present study and thus the coverage of the results for the area as a whole is slightly greater. More important, the 1961 results relate to those countries in the Commonwealth granting preference to imports from the United Kingdom, whereas the overall results from the 1948 study also included those Commonwealth countries which did not grant preferences. Eliminating these latter countries from the total results for 1948 would raise the proportion of imports enjoying preference in that year from 49-51 per cent to 55-57 per cent; the margins of preference on all imports from the United Kingdom would become about 8 per cent, instead of 7 per cent, and the margins of preference on preferential imports would remain at 14-15 per cent. The comparable results for 1961 were 53-56 per cent, 6½-7 per cent and 12 per cent.

This comparison suggests that the proportion of imports enjoying preference in these markets overall has not changed substantially since 1948 though there has been some erosion of preferential margins in many markets. That the decline in the importance of preferences overall has not been greater than is suggested by these figures may be surprising. The value of preferences had declined considerably by 1948 from their level in the late 1930's and it may seem, prima facie, that the factors accounting for that decline continued to apply in the years after 1948. It is true the tariff changes negotiated under GATT and bilateral trade agreements during this period have reduced contractual margins of preference on individual commodities. Further, rising price levels reduce the value of margins expressed in terms of specific duties, though the importance of this factor should not be over estimated – only about 5 per cent of the imports from the United Kingdom into the preference area were in fact subject to specific duties with a further 1 per cent subject to mixed specific and *ad valorem* duties.

The relative smallness of the change since 1948 is partly explained by changes in the market pattern of trade. The MacDougall-Hutt study found that changes in the pattern of trade augmented the other factors accounting for the decline in the importance of preference between 1937 and 1948. Since 1948 changes in the commodity pattern have been neutral while changes in the market pattern of trade have offset in part the effect on the overall area averages of the widespread reduction or elimination of preferential margins on individual products in the various markets.

Comparison of the present results and those published by MacDougall-Hutt shows that changes in the country pattern of United Kingdom exports were important in explaining the difference between the average results for 1961 and 1948 for the area as a whole. This can be seen from Table 3 which shows the relative importance of the various markets in the Preference Area in 1948, 1961 and 1964. The distribution of United Kingdom exports by countries within the area was more favourable to a high average margin for the area overall in 1961 than in 1948, e.g. Canada and New Zealand were relatively more important markets in 1961 than in 1948 and imports into these countries, particularly New Zealand, enjoy above average margins, whereas the Republic of South Africa and India, where margins were below average, were relatively less important markets in 1961 than in 1948. The distribution of exports in 1964 was, however, rather less favourable than in 1961 as Table 3 shows.

The importance of the change in country pattern between 1948 and 1961 can be quantified by cross multiplication of margins for individual countries in 1948 by values of trade in 1961, and margins in 1961 by values of trade in 1948, and deducting from these products the results for 1948. These calculations were made and show that the fall in the average margin on all imports of around one and a quarter percentage points was composed of a fall of about one and three-quarter points owing to falling margins, partly offset by an increase of about one-half of a percentage point consequent on changes in the country pattern since 1948. Similarly, the fall of about two percentage points in the proportion of imports into the area enjoying preference would have been about five points on the basis of the country pattern in 1948, with an offsetting increase of about three points owing to changes in the country pattern of trade.

The results obtained for individual countries would also be influenced by changes in the commodity patterns of imports between 1948 and 1961, which themselves will have been influenced by preference patterns. Unfortunately it has not been possible to quantify the overall importance of this factor since this would require the reconstruction of the detailed workings underlying the 1948 results. However, from some rough calculations, it seems that in a few markets the change in the commodity pattern of imports has been favourable to the maintenance of the average level of margins. New Zealand is an outstanding example; as explained in the notes on this country, changes in the commodity pattern of her imports have had the effect of increasing the average margin on imports from the United Kingdom by at least one percentage point. Ceylon is another market in which these changes have resulted in some increase in the average margin. In most other markets it appears that changes in the commodity pattern of imports have not been an important factor in accounting for the changes in average margins since 1948.

The general conclusion drawn from this comparison with the earlier study is that while there was a substantial decline in the importance of preference between the late 1930's and late 1940's, this decline did not continue at the same pace in the following decade. Some further erosion of the preferential system has occurred since 1948 primarily in the form of smaller margins rather than the complete elimination of preference. The decline in the size of margins reflects tariff changes over this period with m.f.n. tariff rates tending to fall and British preferential tariff rates tending to increase. On the other hand the overall impact of these changes on United Kingdom exports has been reduced by changes in the market pattern of our exports since the early post-war years. As a result, United Kingdom exports still enjoyed a price differential in Commonwealth markets which averaged almost 6 per cent over competing exports in 1961.

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Commonwealth Preference Area: Distribution of United Kingdom exports to main countries

TABLE 3 (Countries listed in descending order of magnitude of margin of preference in 1961)

	1948	1961	1964	
	%	%	%	
New Zealand	7·3	9·3	8·1	Higher than average margin of preference in 1961
Mauritius	0·4	0.5	0·5	
British Guiana	0·6	0·8	0·6	
Jamaica	0·9	1·7	1·6	
Malta	0·9	0·9	0·9	
Australia	20·0	15·0	17·6	
British Honduras	—	0·1	0·1	
Barbados	0·3	0·4	0·4	
Trinidad and Tobago	1·2	1·9	1·7	
Rhodesia and Nyasaland	2·9	3·5	2·8	
Cyprus	0·7	1·0	0·8	
Canada	10·3	16·6	13·2	
Ceylon	1·8	2·0	1·4	Lower than average margin of preference in 1961.
North Borneo	0·3	0·2	*	
Sierra Leone	0·4	1·0	0·9	
Singapore	2·9	1·9	*	
Sarawak	0·1	0·1	*	
Irish Republic	10·9	10·0	11·9	
Malaya	2·2	3·9	*	
India	13·2	11·3	8·8	
Hong Kong	2·9	3·3	3·8	
South Africa	16·7	11·0	15·4	
Pakistan	2·5	3·3	3·1	
Gibraltar	0·6	0·3	0·4	
	100	100	100	
Average margin of preference based on margins in 1961 for individual countries, weighted by above distributions of exports	5·9%	6·6%	6·2%	

— = Less than 0·1.
* = Separate figures not available. 5·9 per cent for Malaysia as a whole.

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Results for individual countries

CANADA

About two-thirds of Canadian imports from the United Kingdom in 1961 entered free of duty; the commodity range covered was very wide, though engineering products and transport equipment accounted for about one-half of the total of duty-free imports. The average rate of duty on all imports from the United Kingdom was 7 per cent; on imports enjoying preference it was 10 per cent, a similar level to that calculated by MacDougall-Hutt for 1948.

The average margin of preference on imports enjoying preference of 13 per cent has not changed significantly since 1948 though the proportion of 66 per cent of imports enjoying preference has fallen considerably since 1948 when it was over 85 per cent. Tariff changes and possibly changes in the commodity composition of trade may account for some of this fall. However, in 1961 there were large imports of aircraft into Canada from m.f.n. sources which entered free of duty though the 'nominal' margin of preference on aircraft imports is 15 per cent. If these importations are disregarded the proportion enjoying preference would increase to almost 75 per cent and the average margin of preference would also be slightly higher than that given here.

Canada

£ million [f.o.b. UK]

Total Imports from UK in 1961	(11 per cent of total imports into Canada)	**218**
of which:		
Value free of duty		146
Value at *ad valorem* rates of duty		63
Value at specific rates of duty		6
Value at combined specific and *ad valorem* rates of duty		3
Value at rates of duty not specifically determined		NIL
		Per cent
Average rate of duty on all imports from the UK		7·0
Average rate of duty on imports from the UK enjoying preference		10·3
Percentage of imports enjoying preference		65·6
Average margin exclusive of duty:		
On imports enjoying preference		12·9
On total imports		8·4
Average margin inclusive of duty:		
On imports enjoying preference		11·7
On total imports		7·9

Imports from United Kingdom in 1961: distribution by margins of preference and rates of duty

Rate of Duty (%)	Margin of Preference (%)						
	0	More than 0 but not more than 5·0	More than 5·0 but not more than 10·0	More than 10·0 but not more than 15·0	More than 15·0 but not more than 20·0	More than 20·0	Total
0	32·8	2·0	6·5	6·9	16·0	2·9	67·2
More than 0 but not more than 5·0	0·2	1·8	1·2	0·2	0·1	Neg	3·5
More than 5·0 but not more than 10·0	0·1	0·9	2·6	4·8	0·5	Neg	9·0
More than 10·0 but not more than 15·0	0·4	2·2	5·0	0·1	2·5	0·1	10·3
More than 15·0 but not more than 20·0	0·7	1·8	2·0	1·6	0·2	Neg	0·3
More than 20·0 but not more than 30·0	0·1	0·5	0·6	Neg	0·5	0·2	2·0
More than 30·0	0·1	0·2	1·1	0·2	Neg	0·1	1·7
Total	34·4	9·5	19·1	13·9	19·9	3·2	100
1948 [Results of the MacDougall - Hutt analysis]	12·9	12·6	29·3	9·4	24·7	11·1	100

AUSTRALIA

About two-thirds of Australian imports from the United Kingdom in 1961-62 entered free of duty. In addition to imports from the United Kingdom which, in the Australian tariff, are not subject to duty, this proportion includes those imports which are nominally subject to some duty according to the tariff but which, in fact, entered at a nil rate of duty in 1961-62 under the terms of a by-law which permits certain importations at reduced rates of duty e.g. where equivalent goods are not domestically produced. The average rate of duty on all imports from the United Kingdom was calculated to be some 8½ per cent; on imports enjoying preference it averaged 10 per cent, the comparable average in 1948 from the MacDougall-Hutt analysis being 9 per cent.

The proportion of imports from the United Kingdom enjoying preference was 85 per cent, an insignificant reduction from the 1948 proportion of 88-91 per cent. The average margin of preference on all imports had fallen considerably from 13-14 per cent in 1948 to 10 per cent in 1961-62 and the modal band in the distribution of preference margins was 5-10 per cent (7½ per cent is the most typical margin of preference in the Australian tariff), instead of 10-15 per cent in 1948. This apparent fall must be interpreted with caution. In part it will be due to the reduction of margins consequent on the 1957 United Kingdom-Australia Trade Agreement. However, it is relevant to note that the restrictive economic climate obtaining in Australia in 1961-62 reduced the volume and affected the commodity composition of Australian imports in that period. Since these restrictions bore heavily on importations of some goods on which the United Kingdom normally enjoys higher than average margins (e.g. motor vehicle chassis and parts), it is possible that the average margin in this period was rather lower than normal.

Australia

£ million [f.o.b. U.K.]

Total Imports from UK in 1961/62	(30 per cent of total imports into Australia)	**202**
of which:		
Value free of duty		133
Value at *ad valorem* rates of duty		53
Value at specific rates of duty		15
Value at combined specific and *ad valorem* rates of duty		2
Value at rates of duty not specifically determined		Nil
		Per cent
Average rate of duty on all imports from the UK		8·6
Average rate of duty on imports from the UK enjoying preference		9·6
Percentage of imports enjoying preference		85·4
Average margin exclusive of duty:		
On imports enjoying preference		11·8
On total imports		10·1
Average margin inclusive of duty:		
On imports enjoying preference		10·8
On total imports		9·3

Imports from United Kingdom in 1961/62: distribution by margins of preference and rates of duty

Rate of Duty (%)	Margin of Preference (%)						
	0	More than 0 but not more than 5·0	More than 5·0 but not more than 10·0	More than 10·0 but not more than 15·0	More than 15·0 but not more than 20·0	More than 20·0	Total
0	12·8	0·9	46·3	4·2	1·1	Neg	65·5
More than 0 but not more than 5·0	0·5	2·3	0·6	0·1	0·6	0·3	4·4
More than 5 but not more than 10·0	0·4	0·2	0·2	0·9	0·8	0·8	3·3
More than 10·0 but not more than 15·0	Neg	0·1	0·9	0·9	0·2	0·9	3·0
More than 15·0 but not more than 20·0	0·5	0·1	0·7	2·5	1·5	3·1	8·4
More than 20·0 but not more than 30·0	0·1	Neg	3·5	0·9	3·0	5·2	12·8
More than 30·0	0·3	0·3	1·5	0·1	0·1	0·5	2·8
Total	14·6	4·0	53·7	9·6	7·3	10·8	100
1948 [Results of the MacDougall-Hutt analysis]	10·7	15·0	7·4	32·9	12·7	21·3	100

INDIA

Tariff duties on imports were generally high ranging up to 100 per cent and occasionally more, with rather more than one-third of imports from the United Kingdom in 1961 subject to duties over 30 per cent. The average rate of duty on all imports from the United Kingdom in 1961 was 29 per cent; only 4 per

cent of these imports entered free of duty.

About one-fifth of imports from the United Kingdom enjoyed preference, most commonly with margins between 5 per cent and 10 per cent. The average margin of preference in 1961 was calculated to be 7-8 per cent on imports enjoying preference.

Comparisons with the MacDougall-Hutt analysis for 1948 are hindered by the partial inclusion of Pakistan in the results for that year but nevertheless it appears likely that the average duty on imports from the United Kingdom was at least as high as, and probably higher than, in 1948 and that the proportion of imports enjoying preference and the average margin of preference have fallen since that time.

India

		£ million [c.i.f.]
Total Imports from UK in 1961	(19 per cent of total imports into India)	**144**
of which:		
Value free of duty		6
Value at *ad valorem* rates of duty		124
Value at specific rates of duty		2
Value at combined specific and *ad valorem* rates of duty		4
Value at rates of duty not specifically determined		7
		Per cent
Average rate of duty on all imports from the UK		29·1-29·2
Average rate of duty on imports from the UK enjoying preference		34·4-34·5
Percentage of imports enjoying preference		18·4-22·5
Average margin exclusive of duty:		
On imports enjoying preference		7·4-8·0
On total imports		1·4-1·8
Average margin inclusive of duty:		
On imports enjoying preference		5·5-6·0
On total imports		1·1-1·4

Imports from United Kingdom in 1961: distribution by margins of preference and rates of duty(1)

Rate of Duty (%)	Margin of Preference (%) 0	More than 0 but not more than 5·0	More than 5·0 but not more than 10·0	More than 10·0 but not more than 15·0	More than 15·0 but not more than 20·0	More than 20·0	Total
0	4·3						4·3
More than 0 but not more than 5·0	2·9						2·9
More than 5·0 but not more than 10·0	10·1	2·1	0·1	Neg			12·3
More than 10·0 but not more than 15·0	2·3-1·6	1·0	3·1	Neg	0·9		6·4-6·6
More than 15·0 but not more than 20·0	30·7-31·0	0·6	0·2				31·5-31·8
More than 20·0 but not more than 30·0	1·9	Neg	3·0-5·3				4·9-7·2
More than 30·0	29·4-25·6		8·3-9·2	0·1			37·7-34·8
Total	81·6-77·5	3·7	14·6-17·9	0·1	0·8		100
1948 [Results of the MacDougall-Hutt analysis]	76·0	1·7	6·5	13·5		2·3	100

(1) Lack of detail in the statistics of commodity trade made it impossible to identify the specific rate of duty for some 5 per cent of the value of total imports from the United Kingdom and these imports have been classified by rates of duty yielding the least, and alternatively, the greatest possible margins of preference. These extremes appear as the left hand and right hand percentages respectively in the appropriate cells. It should be noted that while these extremes often equate with the lowest and highest rates of duty respectively, this relationship does not necessarily follow.

REPUBLIC OF SOUTH AFRICA

Between 40 per cent and 60 per cent of South Africa's imports from the United Kingdom in 1961 entered free of duty and the average rate of duty on all imports from the United Kingdom was 8-14 per cent. (It was not possible, from the statistics available, to calculate these results more precisely.)

At least one-sixth, and at most, one-third of imports from the United Kingdom enjoyed preference, and the average margin of preference on these imports averaged 4-5 per cent. Five per cent is the most common margin of preference in the South African tariff and there are relatively few products on which the margin is outside the range of 3-7 per cent. The overall picture appears to have changed little since 1948 though the proportion of imports enjoying preference has almost certainly declined.

Republic of South Africa

		£ million [c.i.f.]
Total Imports from UK in 1961	(29 per cent of total imports into Republic of South Africa)	**146**
of which:		
Value free of duty		38
Value at *ad valorem* rates of duty		36
Value at specific rates of duty		1
Value at combined and *ad valorem* rates of duty		4
Value at rates of duty not specifically determined		67
		Per cent
Average rate of duty on all imports from the UK		7·8-13·5
Pverage rate of duty on imports from the UK enjoying preference		3·4-6.4
Percentage of imports enjoying preference		16·6-32·3
Average margin exclusive of duty:		
On imports enjoying preference		4·3-5·1
On total imports		4·3-5·1
Average margin inclusive of duty:		
On imports enjoying preference		4·0-4·9
On total imports		0·6-1·5

Imports from United Kingdom in 1961: distribution by margins of preference and rates of duty(1)

Rate of Duty (%)	Margin of Preference (%) 0 but not	More than 0 but not more than 5·0	More than 5·0 but not more than 10·0	More than 10·0 but not more than 15·0	More than 15·0 but not more than 20·0	More than 20·0	Total
0	28·9-33·7	10·3-22·7	0·1-5·6	0·2	Neg		39·3-62·3
More than 0 but not more than 5·0	11·4-15·0	0·1	0·1-0·5				11·6-15·6
More than 5·0 but not more than 10·0	3·0-1·6	2·2-0·5	0·4-0·2				5·6-2·4
More than 10·0 but not more than 15·0	5·5-4·0	2·6-1·0	0·6				8·1-5·5
More than 15·0 but not more than 20·0	24·0-8·6	0·1					24·0-8·7
More than 20·0 but not more than 30·0	6·0-1·8	0·8-0·1	Neg				6·8-1·9
More than 30·0	4·6-3·0		0·6				4·6-3·6
Total	83·4-67·7	16·0-24·5	0·6-7·6	0·2	neg		100
1948 [Results of the MacDougall-Hutt analysis]	68·3	30·6	1·0			0·1	100

(1) Lack of detail in the statistics of commodity trade made it impossible to identify the specific rate of duty for some 46 per cent of the value of total imports from the United Kingdom and these imports have been classified by rates of duty yielding the least, and alternatively, the greatest possible margins of preference. These extremes appear as the left hand and right hand percentages respectively in the appropriate cells. It should be noted that while these extremes often equate with the lowest and highest rates of duty respectively, this relationship does not necessarily follow.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing, activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

IRISH REPUBLIC

Rather more than two-thirds of the Irish Republic's imports from the United Kingdom entered free of duty in 1963 and the average duty on all imports in that year was calculated to be a little over 8 per cent. These results are based on statistical material, kindly supplied by the Central Statistics Office, Dublin, which takes into account the operative effects of the extensive system of duty-free licensing of imports followed by the Republic. Thus these answers produce a higher proportion of duty-free imports and a lower average duty than an examination of 'nominal' duties as given in the Republic's tariff schedule would suggest.

About 30 per cent of imports from the United Kingdom enjoyed preference, with margins of preference on these imports averaging rather more than 7 per cent in 1963.

Valid comparisons cannot be made with the MacDougall-Hutt results for 1948 since it is most unlikely that the statistical material available for that year took into account the results of the operation of duty-free licensing.

The Irish Republic

		£ million [c.i.f.]
Total Imports from UK in 1963	(60 per cent of total imports into Irish Republic)	**156**
of which:		
Value free of duty		108
Value at *ad valorem* rates of duty		38
Value at specific rates of duty		10
Value at combined specific and *ad valorem* rates of duty		Neg
Value at rates of duty not specifically determined		Nil
		Per cent
Average rate of duty on all imports from the UK		8·3
Average rate of duty on imports from the UK enjoying preference		9·3
Percentage of imports enjoying preference		30·4
Average margin exclusive of duty:		
On imports enjoying preference		7·3
On total imports		2·2
Average margin inclusive of duty:		
On imports enjoying preference		6·7
On total imports		2·0

Imports from United Kingdom in 1963: distribution by margins of preference and rates of duty

Rate of Duty (%)	Margin of Preference (%)						
	0	More than 0 but not more than 5·0	More than 5·0 but not more than 10·0	More than 10·0 but not more than 15·0	More than 15·0 but not more than 20·0	More than 20·0	Total
0	53·0	11·9	3·9	0·4	Neg	Neg	69·2
More than 0 but not more than 5·0	1·0	5·0	1·6	0·6		0·3	8·5
More than 5·0 but not more than 10·0	0·3	0·1		0·1		Neg	0·6
More than 10·0 but not more than 15·0	1·7	Neg	0·4	Neg	Neg		2·1
More than 15·0 but not more than 20·0	8·2	Neg	0·1	Neg	Neg	0·2	8·5
More than 20·0 but not more than 30·0	0·3			1·4		0·6	2·3
More than 30·0	5·1	0·2	Neg	Neg	2·1	1·3	8·7
Total	69·6	17·2	6·0	2·6	2·2	2·4	100

NEW ZEALAND

Rather more than one-half of New Zealand's imports from the the United Kingdom in 1961 entered free of duty. The average rate of duty on all imports from the United Kingdom was 10-14 per cent – it was not possible, from the statistics available, to establish this figure more precisely – and more than one-fifth of imports from the United Kingdom were subject to rates of duty of more than 20 per cent.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade is given on page 1203 of the issue of May 28.

The New Zealand tariff was, on average, higher than the tariffs of the other more-developed countries in the Commonwealth, though her margins of preferences were also high – indeed, in 1961, the average margin of preference enjoyed by imports from the United Kingdom in this market at 17-18 per cent was considerably greater than that enjoyed in any other country in the Commonwealth Preference Area. The average margin of preference on all imports from the United Kingdom in 1948, from the MacDougall-Hutt analysis, was 16-17 per cent (again the highest average margin in the Commonwealth in that year). The increase in average margins between 1948 and 1961 is contrary to the general trend of declining margins and owes much to the changes in the commodity pattern of New Zealand's imports from the United Kingdom over this period, e.g. the average margin in 1961 on imports of chemicals and of machines and transport equipment was 20-21 per cent and these imports accounted for about one-half of all imports from the United Kingdom in 1961 against less than one-third in 1948, whereas imports of semi-manufactures (Section 6 of the SITC), which enjoy margins averaging about 16 per cent, accounted for about two-fifths in 1961, against three-fifths in 1948, of all imports from the United Kingdom. Approximate calculations made on the basis of the commodity patterns in 1948 and 1961 suggest that changes in this pattern have had the effect of increasing the average margin on all imports from the United Kingdom by at least one percentage point.

New Zealand

		£ million [c.d.v. UK]
Total Imports from UK in 1961	(45 per cent of total imports into New Zealand)	**129**
of which:		
Value free of duty		61
Value at *ad valorem* rates of duty		45
Value at specific rates of duty		3
Value at combined and *ad valorem* rates of duty		Neg
Value at rates of duty not specifically determined		20
		Per cent
Average rate of duty on all imports from the UK		10·1–14·2
Average rate of duty on imports from the UK enjoying preference		10·9–14·0
Percentage of imports enjoying preference		83·4–87·1
Average margin exclusive of duty:		
On imports enjoying preference		19·7–20·8
On total imports		16·5-18·1
Average margin inclusive of duty:		
On imports enjoying preference		17·2–18·8
On total imports		14·4-16·4

Imports from United Kingdom in 1961: distribution by margins of preference and rates of duty(1)

Rate of Duty (%)	Margin of Preference (%)						
	0	More than 0 but not more than 5·0	More than 5·0 but not more than 10·0	More than 10·0 but not more than 15·0	More than 15·0 but not more than 20·0	More than 20·0	Total
0	12·7-10·6	12·7-11·0	5·0-6·5	6·1-5·8	17·7-20·9	0·6-2·1	54·9-56·9
More than 0 but not more than 5·0	0·4-0·1	0·1-Neg	0·1	Neg	Neg-0·1	0·1-0·2	0·7-0·5
More than 5·0 but not more than 10·0	Neg	Neg	0·1	0·4-0·3	0·3-0·2	9·5	10·3-10·1
More than 10·0 but not more than 15·0	Neg	Neg	1·2	1·6-1·4	1·1-0·8	0·1-Neg	4·0-3·5
More than 15·0 but not more than 20·0	0·4-0·1	Neg	1·6-0·1	Neg	2·4-1·7	3·3-3·7	7·7-5·6
More than 20·0 but not more than 30·0	1·0-0·1	Neg	0·5-0·4	2·7-2·2	5·2-5·0	7·0-10·2	16·5-17·9
More than 30·0	2·0	Neg	1·3	0·3-0·1	1·1-0·7	1·1-1·3	5·8-5·5
Total	16·6-12·9	12·9-11·1	9·7-9·6	11·1-9·9	27·9-29·5	21·8-27·0	100
1948 [Results of the MacDougall - Hutt analysis]	10·4	0·1	12·0	14·1	31·4	32·0	100

(1) Lack of detail in the statistics of commodity trade made it impossible to identify the specific rate of duty for some 16 per cent of the value of total imports from the United Kingdom and these imports have been classified by rates of duty yielding the least, and alternatively, the greatest possible margins of preference. These extremes appear as the left hand and right hand percentages respectively in the appropriate cells. It should be noted that while these extremes often equate with the lowest and highest rates of duty respectively, this relationship does not necessarily follow.

FEDERATION OF MALAYA

Almost two-thirds of imports from the United Kingdom entered free of duty in 1961, and both British Preferential and m.f.n. duties were concentrated on a relatively small range of imported commodities. British Preferential duties were, in many instances,

not greater than 25 per cent, though about 5 per cent of imports were subject to duties of over 100 per cent. This latter fact explains why the average rate of duty on all imports from the United Kingdom of 15 per cent was relatively high, despite the substantial proportion of duty-free imports.

The limited range of imports from all sources subject to duty meant that the coverage of preference was similarly limited; only about one-fifth of imports from the United Kingdom enjoyed preferential treatment in 1961. Ten per cent was the most typical margin of preference and the average margin was also 10 per cent in 1961 on those imports enjoying preference.

The average rate of duty on preferential imports and the average margin of preference on these imports were lower in 1961 than in 1948. Changes in these averages are not very significant since small changes in the commodity pattern of the limited range of imports subject to duty and enjoying preference can considerably alter these averages.

Federation of Malaya

		£ million [f.o.b. UK]
Total Imports from UK in 1961	(33 per cent of total imports into Federation of Malaya)	**58**
of which:		
Value free of duty		37
Value at *ad valorem* rates of duty		12
Value at specific rates of duty		9
Value at combined specific and *ad valorem* rates of duty		Nil
Value at rates of duty not specifically determined		Nil
		Per cent
Average rate of duty on all imports from the UK		15·0
Average rate of duty on imports from the UK enjoying preference		46·1
Percentage of imports enjoying preference		22·2
Average margin exclusive of duty:		
On imports enjoying preference		10·0
On total imports		2·2
Average margin inclusive of duty:		
On imports enjoying preference		6·8
On total imports		1·9

Imports from United Kingdom in 1961: distribution by margins of preference and rates of duty

Rate of Duty (%)	Margin of Preference (%) 0	More than 0 but not more than 5·0	More than 5·0 but not more than 10·0	More than 10·0 but not more than 15·0	More than 15·0 but not more than 20·0	More than 20·0	Total
0	57·5	0·2	5·8				63·5
More than 0 but not more than 5·0	1·2	0·3	0·2				1·7
More than 5·0 but not more than 10·0	2·7	0·9	0·1	0·4			4·0
More than 10·0 but not more than 15·0	5·6		2·4	0·7			8·7
More than 15·0 but not more than 20·0	6·5	0·8	0·1	Neg	2·3		9·6
More than 20·0 but not more than 30·0	2·4		Neg			0·9	3·3
More than 30·0	1·9	0·1	5·5	1·4	Neg	0·1	9·2
Total	77·8	2·4	14·1	2·5	2·3	1·0	100
1948 [Results of the MacDougall - Hutt analysis]	64·0	7·3	9·5	1·3	17·3	0·6	100

Federation of Rhodesia and Nyasaland

		£ million [f.o.b. UK]
Total Imports from UK in 1961	(33 per cent of total imports into Federation of Rhodesia and Nyasaland)	**51**
of which:		
Value free of duty		16
Value at *ad valorem* rates of duty		21
Value at specific rates of duty		2
Value at combined specific and *ad valorem* rates of duty		3
Value at rates of duty not specifically determined		10
		Per cent
Average rate of duty on all imports from the UK		7·9–15·5
Average rate of duty on imports from the UK enjoying preference		6·2– 9·8
Percentage of imports enjoying preference		93·1–95·6
Average margin exclusive of duty:		
On imports enjoying preference		9·8–10·2
On total imports		9·1– 9·8
Average margin inclusive of duty:		
On imports enjoying preference		8·9– 9·6
On total imports		8·2– 9·1

Imports from United Kingdom in 1961: distribution by margins of preference and rates of duty (1)

Rate of Duty (%)	Margin of Preference (%) 0	More than 0 but not more than 5·0	More than 5·0 but not more than 10·0	More than 10·0 but not more than 15·0	More than 15·0 but not more than 20·0	More than 20·0	Total
0	5·0-3·1	26·5-28·5	2·9-4·6	0·1	0·1-0·2		34·6-36·6
More than 0 but not more than 5·0		2·7-2·5	9·1-9·3	2·0-6·8			13·9-18·6
More than 5·0 but not more than 10·0	0·3	4·6-0·3	8·2-10·3	12·7-11·2	4·5-4·7	0·7-0·8	31·0-27·3
More than 10·0 but not more than 15·0		0·6-0·1	4·7-4·1	0·7-0·8	5·5		11·6-10·6
More than 15·0 but not more than 20·0		0·3	4·4-4·0	1·4-0·6			6·1-4.8
More than 20·0 but not more than 30·0	0·1-Neg		0·8-0·2	0·1		0·3	1·3-0·6
More than 30·0	1·5-1·3					0·3	1·5-1·6
Total	6·9-4·4	34·9-31·7	30·2-32·4	17·0-19·7	10·1-10·4	1·0-1·3	100
1948 [Results of the MacDougall - Hutt analysis]	2·7	34·3	9·5	21·2	24·2	8·1	100

(1) Lack of detail in the statistics of commodity trade made it impossible to identify the specific rate of duty for some 19 per cent of the value of total imports from the United Kingdom and these imports have been classified by rates of duty yielding the least, and alternatively, the greatest possible margins of preference. These extremes appear as the left hand and right hand percentages respectively in the appropriate cells. It should be noted that while these extremes often equate with the lowest and highest rates of duty respectively, this relationship does not necessarily follow.

FEDERATION OF RHODESIA AND NYASALAND

Rather more than one-third of imports from the United Kingdom entered the Federation free of duty in 1961. Only a very small proportion of imports was subject to duties above 20 per cent and the average rate of duty in 1961 was 8-16 per cent. (It was not possible, from the available statistical material, to establish this average more precisely).

Almost all imports into the Federation in 1961 enjoyed some measure of preference. Margins of 5 per cent or 10 per cent were very common and the average margin of preference was 10 per cent.

No direct comparison could be made between the present results and the MacDougall-Hutt analysis because the Federation did not exist in 1948 and Northern and Southern Rhodesia and Nyasaland each had its own customs tariff. However, it is possible to make a rough comparison with 1948 by weighting (by exports from the United Kingdom) the separate results for Northern and Southern Rhodesia for that year. This calculation suggests that the average duty on preferential imports was higher in 1961 than in 1948 and that while the proportion of imports enjoying preference was little different in the two years, the average margin of preference on all imports from the United Kingdom has fallen from around 14 per cent to 9-10 per cent.

HONG KONG

Hong Kong imposes relatively few duties and over 90 per cent of imports from the United Kingdom entered free of duty; of the remaining imports, only a small proportion was subject to very high revenue duties, and the average rate of duty on all imports was 3 per cent in 1961.

Owing to the small range of duties on imports from all sources, the scope for preferential duties is limited and only about one-tenth of imports from the United Kingdom enjoyed preference. The average margin of preference on these imports was 14 per cent in 1961.

The average rate of duty on preferential imports was lower in 1961 than in 1948 as also were average margins. Changes in these averages are not very significant since small changes in the

commodity pattern of the limited range of imports subject to duty and enjoying preference can considerably alter these averages.

Hong Kong

		£ million [c.i.f.]
Total Imports from UK in 1961	(13 per cent of total imports into Hong Kong)	**47**
of which:		
Value free of duty		43
Value at *ad valorem* rates of duty		3
Value at specific rates of duty		1
Value at combined specific and *ad valorem* rates of duty		Nil
Vaiue at rates of duty not specifically determined		Nil
		Per cent
Average rate of duty on all imports from the UK		3·3
Average rate of duty on imports from the UK enjoying preference		38·0
Percentage of imports enjoying preference		8·5
Average margin exclusive of duty:		
On imports enjoying preference		14·3
On total imports		14·3
Average margin inclusive of duty:		
On imports enjoying preference		10·3
On total imports		1·3

Imports from United Kingdom in 1961: distribution by margins of preference and rates of duty

Rate of Duty (%)	Margin of Preference (%) 0	More than 0 but not more than 5·0	More than 5·0 but not more than 10·0	More than 10·0 but not more than 15·0	More than 15·0 but not more than 20·0	More than 20·0	Total
0	91·0			0·5			91·5
More than 0 but not more than 5·0	0·4						0·4
More than 5·0 but not more than 10·0		Neg		4·8			4·8
More than 10·0 but not more than 15·0		Neg					Neg
More than 15·0 but not more than 20·0		Neg					Neg
More than 20·0 but not more than 30·0		0·1					0·1
More than 30·0	Neg			2·3	Neg	0·7	3·1
Total	91·5	0·2		7·6	Neg	0·7	100
1948 [Results of the MacDougall - Hutt analysis]	92·8		0·3		6·3	0·6	100

PAKISTAN

Tariff duties on imports were generally high ranging up to 100 per cent and more, and about one-fifth to one-quarter of all imports from the United Kingdom were subject to duties exceeding 30 per cent. The average rate of duty on all imports from the United Kingdom in 1961 was 24-26 per cent; only 5-6 per cent of these imports entered free of duty.

About one-eighth of imports from the United Kingdom enjoyed preference in 1961, and the average margin of preference on these imports was 8 per cent.

Comparable results for 1948 are not available from the MacDougall-Hutt analysis.

Pakistan

		£ million [c.i.f.]
Total Imports from UK in 1961	(20 per cent of total imports into Pakistan)	**41**
of which:		
Value free of duty		2
Value at *ad valorem* rates of duty		34
Value at specific rates of duty		Neg.
Value at combined specific and *ad valorem* rates of duty		Neg.
Value at rates of duty not specifically determined		4
		Per cent
Average rate of duty on all imports from the UK		24·2–25·7
Average rate of duty on imports from the UK enjoying preference		26·8–40·0
Percentage of imports enjoying preference		11·0–13·1
Average margin exclusive of duty:		
On imports enjoying preference		8·1– 8·3
On total imports		0·9– 1·1
Average margin inclusive of duty:		
On imports enjoying preference		5·8– 6·5
On total imports		0·7– 6·5

Imports from United Kingdom in 1961: distribution by margins of preference and rates of duty (1)

Rate of Duty (%)	Margin of Preference (%) 0	More than 0 but not more than 5·0	More than 5·0 but not more than 10·0	More than 10·0 but not more than 15·0	More than 15·0 but not more than 20·0	More than 20·0	Total
0	5·2-5·8						5·2-5·8
More than 0 but not more than 5·0	3·2-3·3	0·8	0·7-0·9		Neg	Neg	4·7-5·1
More than 5·0 but not more than 10·0	12·7-13·4		0·2		0·1	0·1	13·1-13·8
More than 10·0 but not more than 15·0	21·5-23·0	0·2	0·6-1·0				22·3-24·2
More than 15·0 but not more than 20·0	8·4-10·1	0·5					8·9-10·1
More than 20·0 but not more than 30·0	13·2-15·7	1·6	7·1				20·3-22·4
More than 30·0	24·8-17·7	0·2	0·5-0·9				25·5-18·7
Total	89·0-87·0	1·6-2·8	9·2-10·1		0·2	0·2	100

(1) Lack of detail in the statistics of commodity trade made it impossible to identify the specific rate of duty for some 11 per cent of the value of total imports from the United Kingdom and these imports have been classified by rates of duty yielding the least, and alternatively, the greatest possible margins of preference. These extremes appear as the left hand and right hand percentages respectively in the appropriate cells. It should be noted that while these extremes often equate with the lowest and highest rates of duty respectively, this relationship does not necessarily follow.

CEYLON

Less than 10 per cent of imports from the United Kingdom entered Ceylon free of duty in 1961. Duties were relatively high with between 30 and 40 per cent of imports from the United Kingdom subject to duties exceeding 30 per cent and rather more than 10 per cent of imports paying duties exceeding 100 per cent. The average rate of duty on all imports from the United Kingdom was 55-63 per cent. (It was not possible, from the statistics available, to calculate these results more precisely.)

Between two-thirds and three-quarters of imports from the United Kingdom enjoyed preference, and the average margin on these imports was 9 per cent.

Comparison with the MacDougall-Hutt results suggests that duties in 1961 were considerably higher than in 1948. The proportion of imports enjoying preference and the average margin on these imports were similar to the results obtained for 1948, and it appears that changes in the commodity pattern of imports from the United Kingdom have played some part in the maintenance since that time of the average level of margins.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

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HMSO

Ceylon

		£ million [c.i.f.]
Total Imports from UK in 1961	(21 per cent of total imports into Ceylon)	**26**
of which:		
Value free of duty		2
Value at *ad valorem* rates of duty		17
Value at specific rates of duty		1
Value at combined specific and *ad valorem* rates of duty		Neg.
Value at rates of duty not specifically determined		6
		Per cent
Average rate of duty on all imports from the UK		55·4–62·8
Average rate of duty on imports from the UK enjoying preference		58·2–72·0
Percentage of imports enjoying preference		66·3–73·8
Average margin exclusive of duty:		
On imports enjoying preference		8·6– 9·2
On total imports		86· 9·2
Average margin inclusive of duty:		
On imports enjoying preference		5·0– 5·8
On total imports		3·5– 4·4

Imports from United Kingdom in 1961: distribution by margins of preference and rates of duty(1)

Rate of Duty (%)	Margin of Preference (%)						
	0	More than 0 but not more than 5·0	More than 5·0 but not more than 10·0	More than 10·0 but not more than 15·0	More than 15·0 but not more than 20·0	More than 20·0	Total
0	6·8-6·2		0·7-0·8				7·5-7·1
More than 0 but not than 5·0	0·1	0·4-Neg	4·6-9·7				5·0-9·8
More than 5·0 but not more than 10·0	5·3-5·9	0·1	3·4-4·7				8·9-10·7
More than 10·0 but not more than 15·0	2·0-1·9	2·1-2·0	7·3-9·5				11·4-13·4
More than 15·0 but not more than 20·0	1·2-1·4	0·6-0·5	6·6-8·2				8·4-10·1
More than 20·0 but not more than 30·0	3·6-2·4	3·6-2·7	10·1-12·6				17·4-17·7
More than 30·0	14·6-8·3	6·7-5·5	19·9-16·8	0·3-0·6			41·5-31·2
Total	33·7-26·2	13·5-10·8	52·6-62·4	0·3-0·6			100
1948 [Results of the MacDougall - Hutt analysis]	35·4	13·0	51·5	Neg			100

(1) Lack of detail in the statistics of commodity trade made it impossible to identify the specific rate of duty for some 24 per cent of the value of total imports from the United Kingdom and these imports have been classified by rates of duty yielding the least, and alternatively, the greatest possible margins of preference. These extremes appear as the left hand and right hand percentages respectively in the appropriate cells. It should be noted that while these extremes often equate with the lowest and highest rates of duty respectively, this relationship does not necessarily follow.

SINGAPORE

Over 70 per cent of Singapore's imports from the United Kingdom entered free of duty in 1961. Customs duties, usually of a revenue nature, are few, applying to such imports as tobacco, liqueurs and petroleum; there is also a first registration duty on imported motor vehicles with imports from the United Kingdom enjoying preferential treatment. Some 10 per cent of imports were subject to duties of 100 per cent upwards; the existence of these high duties explains why, despite a substantial duty-free proportion, the average rate of duty on all imports was as high as 12 per cent.

The scope for preferences is limited by the narrow range of duties on imports from all sources, and only about one-fifth of imports from the United Kingdom enjoyed preference in 1961. The average margin on imports enjoying preference was 12 per cent.

The average rate of duty on preferential imports, and the average margin of preference on these imports were lower in 1961 than in 1948. Changes in these averages are not very significant, since small changes in the commodity pattern of the limited range of imports subject to duty and enjoying preference can considerably alter these averages.

Singapore

		£ million [c.i.f.]	
Total Imports from UK in 1961	(8 per cent of total imports into Singapore)	**28**	(1)
of which:			
Value free of duty		20	
Value at *ad valorem* rates of duty		3	
Value at specific rates of duty		5	
Value at combined specific and *ad valorem* rates of duty		Nil	
Value at rates of duty not specifically determined		Nil	
		Per cent	
Average rate of duty on all imports from the UK		12·0	
Average rate of duty on imports from the UK enjoying preference		28·0	
Percentage of imports enjoying preference		22·3	
Average margin exclusive of duty:			
On imports enjoying preference		12·0	
On total imports		2·7	
Average margin inclusive of duty:			
On imports enjoying preference		9·4	
On total imports		2·5	

(1) Adjusted for imports in transit to Federation of Malaya.

Imports from United Kingdom in 1961: distribution by margins of preference and rates of duty

Rate of Duty (%)	Margin of Preference (%)						
	0	More than 0 but not more than 5·0	More than 5·0 but not more than 10·0	More than 10·0 but not more than 15·0	More than 15·0 but not more than 20·0	More than 20·0	Total
0	69·5			1·7			71·2
More than 0 but not more than 5·0	3·8						3·8
More than 5·0 but not more than 10·0	1·1			9·2			10·3
More than 10·0 but not more than 15·0	1·0						1·0
More than 15·0 but not more than 20·0	0·6						0·6
More than 20·0 but not more than 30·0							
More than 30·0	1·6	0·7	10·5	Neg	Neg	0·1	13·0
Total	77·7	0·7	10·5	11·0	Neg	0·1	100

TRINIDAD & TOBAGO

Some 15 per cent of imports from the United Kingdom in 1961 entered Trinidad and Tobago free of duty. Three-quarters of the imports subject to duty paid rates between 10 per cent and 20 per cent. and there were relatively few duties above 25 per cent. The average rate of duty on all imports was calculated to be 16 per cent in 1961.

All but 1 per cent of imports from the United Kingdom enjoyed some margin of preferential treatment. The most typical margin of preference was 10 per cent, and the average margin calculated for 1961 was also 10 per cent.

These results, if combined with those for Jamaica, British Guiana and Barbados, may be compared with the results for 1948 and 1955 from the study by D. J. Morgan on preferences in Caribbean countries. This comparison suggests that the value of preferences has not changed substantially over this period.

Imports from the United Kingdom into Caribbean countries

	1948	1955	1961
Proportion of imports enjoying preference (per cent)	82	97	97
Average margin of preference (per cent)			
On imports enjoying preference	12½	11	11
On all imports	10	10½	10½

Trinidad and Tobago

		£ million [c.i.f.]
Total Imports from UK in 1961	(24 per cent of total imports into Trinidad and Tobago)	**28**
of which:		
Value free of duty		4
Value at *ad valorem* rates of duty		23
Value at specific rates of duty		1
Value at combined specific and *ad valorem* rates of duty		Neg
Value at rate of duty not specifically determined		Nil
		Per cent
Average rate of duty on all imports from the UK		16·0
Average rate of duty on imports from the UK enjoying preference		15·9
Percentage of imports enjoying preference		98·8
Average margin exclusive of duty:		
On imports enjoying preference		9·9
On total imports		9·7
Average margin inclusive of duty:		
On imports enjoying preference		8·5
On total imports		8·4

Table continued on next page

Imports from United Kingdom in 1961: distribution by margins of preference and rates of duty

Rate of Duty (%)	Margin of Preference (%)						
	0	More than 0 but not more than 5·0	More than 5·0 but not more than 10·0	More than 10·0 but not more than 15·0	More than 15·0 but not more than 20·0	More than 20·0	Total
0	1·1	0·1	14·1				15·3
More than 0 but not more than 5·0 . .		1·3	0·8	0·5			2·6
More than 5·0 but not more than 10·0 .		8·6	1·0				9·6
More than 10·0 but not more than 15·0 .		0·3	43·7	3·6			47·6
More than 15·0 but not more than 20·0 .			17·0	0·8	0·6		18·4
More than 20·0 but not more than 30·0 .			4·0	0·3		Neg	4·3
More than 30·0 . .	0·1	Neg	1·3	0·1	0·1	0·7	2·3
Total .	1·2	10·3	81·9	5·2	0·7	0·7	100

JAMAICA

Almost one-quarter of imports from the United Kingdom entered Jamaica free of duty in 1961. The average rate of duty on all imports from the United Kingdom was 22 per cent, though less than 10 per cent of imports were subject to duties in excess of this average.

All but 5 per cent of imports from the United Kingdom enjoyed preference, and the average margin on these imports was 12 per cent.

A comparison, for Caribbean countries, of the present results with results for 1948 and 1955 is given in the section under 'Trinidad and Tobago'.

Jamaica

		£ million [c.i.f.]
Total Imports from UK in 1961	(33 per cent of total imports into Jamaica)	**25**
of which:		
Value free of duty		6
Value at *ad valorem* rates of duty		17
Value at specific rates of duty		1
Value at combined specific and *ad valorem* rates of duty		1
Value at rates of duty not specifically determined		Nil
		Per cent
Average rate of duty on all imports from the UK		21·5
Average rate of duty on imports from the UK enjoying preference		22·5
Percentage of imports enjoying preference		95·3
Average margin exclusive of duty:		
On imports enjoying preference		11·7
On total imports		11·1
Average margin inclusive of duty:		
On imports enjoying preference		9·6
On total imports		9·1

Imports from United Kingdom in 1961: distribution by margins of preference and rates of duty

Rate of Duty (%)	Margin of Preference (%)						
	0	More than 0 but not more than 5·0	More than 5·0 but not more than 10·0	More than 10·0 but not more than 15·0	More than 15·0 but not more than 20·0	More than 20·0	Total
0	4·7	18·2	0·2	Neg			23·1
More than 0 but not more than 5·0 . .		1·1	0·4				1·5
More than 5·0 but not more than 10·0 .		11·7	2·4	0·2	2·3		16·6
More than 10·0 but not more than 15·0 .		8·7	5·7	1·4		0·1	15·9
More than 15·0 but not more than 20·0 .		1·9	14·2	0·6	18·0		34·6
More than 20·0 but not more than 30·0 .		0·7	1·8	0·1	1·2	0·2	3·9
More than 30·0 . .		0·1	0·1	1·1		3·1	4·4
Total .	4·7	42·4	24·8	3·3	21·5	3·4	100

REPUBLIC OF CYPRUS

Around one-third of imports from the United Kingdom entered the Republic of Cyprus free of duty in 1961. Most duties were less than 40 per cent, though about 5 per cent of imports were subject to duties greater than 100 per cent. The average duty on all imports from the United Kingdom was 26-33 per cent. (It was not possible, from the statistics available, to establish this result more precisely.)

A substantial proportion of imports from the United Kingdom enjoy preference – in 1961, the proportion was between 70-86 per cent. The average margin on imports enjoying preference was 11-12 per cent, and, on all imports of the United Kingdom, 8-10 per cent.

Cyprus was not covered in the MacDougall-Hutt analysis.

Republic of Cyprus

		£ million [c.i.f.]
Total Imports from UK in 1961	(36 per cent of total imports into Republic of Cyprus)	**15**
of which:		
Value free of duty		4
Value at *ad valorem* rates of duty		6
Value at specific rates of duty		1
Value at combined specific and *ad valorem* rates of duty		Nil
Value at rates of duty not specifically determined		5
		Per cent
Average rate of duty on all imports from the UK		25·8–33·2
Average rate of duty on imports from the UK enjoying preference		36·6–38·7
Percentage of imports enjoying preference		70·4–85·9
Average margin exclusive of duty:		
On imports enjoying preference		10·8–11·6
On total imports		7·6–10·0
Average margin inclusive of duty:		
On imports enjoying preference		7·8– 8·5
On total imports		5·7– 7·9

Imports from United Kingdom in 1961: distribution by margins of preference and rates of duty (1)

Rate of Duty (%)	Margin of Preference (%)						
	0	More than 0 but not more than 5·0	More than 5·0 but not more than 10·0	More than 10·0 but not more than 15·0	More than 15·0 but not more than 20·0	More than 20·0	Total
0	27·6-13·0	0·8-1·1	8·3-12·3	0·4-2·3			37·1-28·7
More than 0 but not more than 5·0 . .	Neg-0·1	2·2	0·1				2·4
More than 5·0 but not more than 10·0 .	0·7	0·8-2·4	5·0-5·8	7·2			6·5-16·1
More than 10·0 but not more than 15·0 .	0·2	1·4-1·9	0·8-0·1	9·8-10·2	0·1		12·2-12·5
More than 15·0 but not more than 20·0 .	0·2	0·9-0·6	10·9-13·1	0·2-1·6	1·7-1·6		13·9-16·9
More than 20·0 but not more than 30·0 .	0·7-0·1	0·8-0·6	2·5-2·6		0·1	1·1-0·3	5·3-3·7
More than 30·0 . .	0·1	0·3-1·3	9·0-9·5	10·5-2·3	Neg-0·1	2·6-6·2	22·6-19·6
Total .	29·5-14·1	7·2-10·1	36·6-43·6	20·9-23·5	1·8-2·0	3·7-6·5	100

(1) Lack of detail in the statistics of commodity trade made it impossible to identify the specific rate of duty for some 34 per cent of the value of total imports from the United Kingdom and these imports have been classified by rates of duty yielding the least, and alternatively, the greatest possible margins of preference. These extremes appear as the left hand and right hand percentages respectively in the appropriate cells. It should be noted that while these extremes often equate with the lowest and highest rates of duty respectively, this relationship does not necessarily follow.

MALTA

Fifteen per cent of Malta's imports from the United Kingdom in 1961 entered free of duty. Almost 15 per cent of imports were subject to duties greater than 25 per cent, and the average level of duty was 20 per cent on imports from the United Kingdom.

About five-sixths of imports from the United Kingdom enjoyed preference; the average margin on these imports was 13 per cent in 1961.

The proportion of imports enjoying preference was a little higher than in 1948, presumably reflecting changes in the commodity pattern of imports, and the margin of preference was much the same as in 1948.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Service Branch of the Board of Trade.*

Malta

		£ million [c.i.f.]
Total Imports from UK in 1961	(41 per cent of total imports into Malta)	**12**
of which:		
Value free of duty		2
Value at *ad valorem* rates of duty		10
Value at specific rates of duty		1
Value at combined specific and *ad valorem* rates of duty		Neg
Value at rate of duty not specifically determined		Nil
		Per cent
Average rate of duty on all imports from the UK		20·3
Average rate of duty on imports from the UK enjoying preference		20·5
Percentage of imports enjoying preference		83·8
Average margin exclusive of duty:		
On imports enjoying preference		13·1
On total imports		11·0
Average margin inclusive of duty:		
On imports enjoying preference		10·9
On total imports		9·1

Imports from United Kingdom in 1961: distribution by margins of preference and rates of duty

Rate of Duty (%)	Margin of Preference (%)						
	0	More than 0 but not more than 5·0	More than 5·0 but not more than 10·0	More than 10·0 but not more than 15·0	More than 15·0 but not more than 20·0	More than 20·0	Total
0	11·1		3·3	0·4			14·8
More than 0 but not more than 5·0	1·1	0·2	4·2	0·7			6·3
More than 5·0 but not more than 10·0	1·4	Neg	3·3	1·2			6·0
More than 10·0 but not more than 15·0	0·1	0·6	2·4	17·5		0·6	21·2
More than 15·0 but not more than 20·0	1·2	0·3	0·6	29·2		0·4	31·7
More than 20·0 but not more than 30·0	Neg	0·8	0·1	6·4		1·6	8·9
More than 30·0	1·2	0·4	1·2	7·8	0·3	0·2	11·1
Total	16·2	2·3	15·2	63·3	0·3	2·8	100
1948 [Results of the MacDougall - Hutt analysis]	24·7	8·6	7·8	56·1	1·6	1·2	100

SIERRA LEONE

About one-sixth of imports from the United Kingdom entered free of duty in 1961; the average rate of duty on all imports from the United Kingdom was 25 per cent.

Ninety per cent of imports from the United Kingdom enjoyed preference, the average margin on all imports from the United Kingdom was over 4 per cent in 1961. Recently, Sierra Leone has abolished her preferential tariff.

Sierra Leone was not covered in the MacDougall-Hutt analysis.

Sierra Leone

		£ million [c.i.f.]
Total Imports from UK in 1961	(45 per cent of total imports into Sierra Leone)	**14**
of which:		
Value free of duty		2
Value at *ad valorem* rates of duty		9
Value at specific rates of duty		3
Value at combined specific and *ad valorem* rates of duty		Nil
Value at rates of duty not specifically determined		Nil
		Per cent
Average rate of duty on all imports from the UK		25·4
Average rate of duty on imports from the UK enjoying preference		25·1
Percentage of imports enjoying preference		89·5
Average margin exclusive of duty:		
On imports enjoying preference		4·2
On total imports		3·8
Average margin inclusive of duty:		
On imports enjoying preference		3·4
On total imports		3·0

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2653-6), and not to HM Stationery Office.*

Imports from United Kingdom in 1961: distribution by margins of preference and rates of duty

Rate of Duty (%)	Margin of Preference (%)						
	0	More than 0 but not more than 5·0	More than 5·0 but not more than 10·0	More than 10·0 but not more than 15·0	More than 15·0 but not more than 20·0	More than 20·0	Total
0	2·3	14·2	0·6				17·1
More than 0 but not more than 5·0		3·8	7·7				11·5
More than 5·0 but not more than 10·0	0·1	5·2	4·6				10·0
More than 10·0 but not more than 15·0		5·0		0·2			5·2
More than 15·0 but not more than 20·0	1·7	1·2					2·9
More than 20·0 but not more than 30·0	Neg	41·8	0·6				42·3
More than 30·0	6·4	2·7	0·9	1·1			11·1
Total	10·5	73·9	14·4	1·3			100

BRITISH GUIANA

Almost all imports from the United Kingdom were subject to duty; there were few duties greater than 40 per cent, and the average rate of duty on all imports from the United Kingdom in 1961 was 16 per cent.

All but 1½ per cent of imports from the United Kingdom enjoyed preference, with margins ranging up to 30 per cent. The average margin in 1961 was 12 per cent.

A comparison for Caribbean countries of the present results with results for 1948 and 1955 is given in the section under 'Trinidad and Tobago'.

British Guiana

		£ million [c.i.f.]
Total Imports from UK in 1961	(38 per cent of total imports into British Guiana)	**12**
of which:		
Value free of duty		Neg
Value at *ad valorem* rates of duty		11
Value at specific rates of duty		1
Value at combined specific and *ad valorem* rates of duty		Neg.
Value at rates of duty not specifically determined		Nil
		Per cent
Average rate of duty on all imports from the UK		16·2
Average rate of duty on imports from the UK enjoying preference		16·4
Percentage of imports enjoying preference		98·5
Average margin exclusive of duty:		
On imports enjoying preference		12·4
On total imports		12·2
Average margin inclusive of duty:		
On imports enjoying preference		10·7
On total imports		10·5

Imports from United Kingdom in 1961: distribution by margins of preference and rates of duty

Rate of Duty (%)	Margin of Preference (%)						
	0	More than 0 but not more than 5·0	More than 5·0 but not more than 10·0	More than 10·0 but not more than 15·0	More than 15·0 but not more than 20·0	More than 20·0	Total
0	1·3	0·3	Neg		0·8		2·4
More than 0 but not more than 5·0	0·1	21·5	16·9	0·2	0·1		38·8
More than 5·0 but not more than 10·0		1·9	5·3	0·4	2·7		10·2
More than 10·0 but not more than 15·0				1·2			1·2
More than 15·0 but not more than 20·0		0·1	0·1	0·2	30·2		30·6
More than 20·0 but not more than 30·0	Neg			0·5	5·9	0·4	6·8
More than 30·0			0·7	1·0	7·2	0·9	9·9
Total	1·5	23·7	23·0	3·5	46·9	1·3	100

MAURITIUS

Almost all imports from the United Kingdom were subject to duty; there were few duties greater than 40 per cent, and the average rate of duty on all imports from the United Kingdom in 1961 was 15 per cent.

Almost 90 per cent of imports from the United Kingdom enjoyed preference, with margins ranging up to 50 per cent. The average margin on these imports in 1961 was 15 per cent.

The MacDougall-Hutt analysis did not include results for Mauritius for 1948.

Mauritius

		£ million [c.i.f.]
Total Imports from UK in 1961	(32 per cent of total imports into Mauritius)	**8**
of which:		
Value free of duty		Neg
Value at *ad valorem* rates of duty		6
Value at specific rates of duty		2
Value at combined specific and *ad valorem* rates of duty		Nil
Value at rates of duty not specifically determined		Nil
		Per cent
Average rate of duty on all imports from the UK		14·9
Average rate of duty on imports from the UK enjoying preference		11·9
Percentage of imports enjoying preference		88·8
Average margin exclusive of duty:		
On imports enjoying preference		14·8
On total imports		13·1
Average margin inclusive of duty:		
On imports enjoying preference		13·2
On total imports		11·4

Imports from United Kingdom in 1961: distribution by margins of preference and rates of duty

Rate of Duty (%)	Margin of Preference (%)						
	0	More than 0 but not more than 5·0	More than 5·0 but not more than 10·0	More than 10·0 but not more than 15·0	More than 15·0 but not more than 20·0	More than 20·0	Total
0	1·6	Neg					1·7
More than 0 but not more than 5·0	4·0	29·2	3·6	0·6	3·8	3·0	44·2
More than 5·0 but not more than 10·0	0·4	3·8	1·5	6·0	2·1	1·0	14·7
More than 10·0 but not more than 15·0	2·4	2·6	1·4	1·2	5·4	3·3	16·3
More than 15·0 but not more than 20·0	0·3		0·2	0·1		5·2	5·8
More than 20·0 but not more than 30·0	0·2	0·7		0·6	0·4	7·5	9·4
More than 30·0	2·3	0·3	0·6	0·4	0·1	4·3	7·9
Total	11·2	36·6	7·3	8·9	11·8	24·3	100

BARBADOS

Almost 90 per cent of imports from the United Kingdom were subject to duty. There were few duties greater than 20 per cent, and the average rate of duty on all imports from the United Kingdom in 1961 was 14 per cent.

All but a few per cent of imports from the United Kingdom enjoyed preference; the average margin in 1961 was 10 per cent.

A comparison for Caribbean countries of the present results with results for 1948 and 1955 is given in the section under 'Trinidad and Tobago'.

Barbados

		£ million [c.i.f.]
Total Imports from UK in 1961	(36 per cent of total imports into Barbados)	**6**
of which:		
Value free of duty		1
Value at *ad valorem* rates of duty		5
Value at specific rates of duty		1
Value at combined specific and *ad valorem* rates of duty		Nil
Value at rates of duty not specifically determined		Nil
		Per cent
Average rate of duty on all imports from the UK		13·5
Average rate of duty on imports from the UK enjoying preference		14·2
Percentage of imports enjoying preference		96·3
Average margin exclusive of duty:		
On imports enjoying preference		10·1
On total imports		9·8
Average margin inclusive of duty:		
On imports enjoying preference		8·8
On total imports		8·6

Imports from United Kingdom in 1961: distribution by margins of preference and rates of duty

Rate of Duty (%)	Margin of Preference (%)						
	0	More than 0 but not more than 5·0	More than 5·0 but not more than 10·0	More than 10·0 but not more than 15·0	More than 15·0 but not more than 20·0	More than 20·0	Total
0	75·4						75·4
More than 0 but not more than 5·0							
More than 5·0 but not more than 10·0	10·5						10·5
More than 10·0 but not more than 15·0							
More than 15·0 but not more than 20·0							
More than 20·0 but not more than 30·0							
More than 30·0	2·1	3·0	8·6		0·2	0·3	14·1
Total	87·9	3·0	8·6		0·2	0·3	100

Imports from United Kingdom in 1961: distribution by margins of preference and rates of duty

Rate of Duty (%)	Margin of Preference (%)						
	0	More than 0 but not more than 5·0	More than 5·0 but not more than 10·0	More than 10·0 but not more than 15·0	More than 15·0 but not more than 20·0	More than 20·0	Total
0	3·7	3·2	3·9			Neg	10·8
More than 0 but not more than 5·0	Neg	5·0	0·6			Neg	5·7
More than 5·0 but not more than 10·0		0·1	51·0		0·8		51·9
More than 10·0 but not more than 15·0		2·3	0·2	8·7	1·6		12·8
More than 15·0 but not more than 20·0			11·7		0·6		12·3
More than 20·0 but not more than 30·0		Neg	3·4			0·4	3·8
More than 30·0		0·7	0·1	1·6	Neg	0·6	3·0
Total	3·7	11·3	70·9	10·3	2·8	1·0	100

GIBRALTAR

Gibraltar imposes few import duties, and three-quarters of her imports from the United Kingdom in 1961 entered free of duty. Of the remaining quarter almost half paid high revenue duties in the region of 100 per cent or more, and consequently the average rate of duty on all imports from the United Kingdom was relatively high at 16 per cent.

The scope of preferential tariff treatment is limited and only about one-eighth of imports from the United Kingdom enjoyed preference. The margin on imports enjoying preference was 8 per cent in 1961.

Gibraltar was not included in the MacDougall-Hutt results for 1948.

Gibraltar

		£ million [f.o.b. UK]
Total Imports from UK in 1961	(37 per cent of total imports into Gibraltar)	**5**
of which:		
Value free of duty		4
Value at *ad valorem* rates of duty		Neg
Value at specific rates of duty		1
Value at combined and *ad valorem* rates of duty		Nil
Value at rates of duty not specifically determined		Nil
		Per cent
Average rate of duty on all imports from the UK		15·9
Average rate of duty on imports from the UK enjoying preference		98·1
Percentage of imports enjoying preference		12·1
Average margin exclusive of duty:		
On imports enjoying preference		7·9
On total imports		1·0
Average margin inclusive of duty:		
On imports enjoying preference		4·0
On total imports		0·8

Imports from United Kingdom in 1961: distribution by margins of preference and rates of duty

Rate of Duty (%)	Margin of Preference (%)						
	0	More than 0 but not more than 5·0	More than 5·0 but not more than 10·0	More than 10·0 but not more than 15·0	More than 15·0 but not more than 20·0	More than 20·0	Total
0	0·1						0·1
More than 0 but not more than 5·0	0·1	0·1					0·2
More than 5·0 but not more than 10·0	0·1	0·1	0·1				0·3
More than 10·0 but not more than 15·0	0·1	0·1	0·1	0·1			0·4
More than 15·0 but not more than 20·0	0·1	0·1	0·1	0·1	0·1		0·5
More than 20·0 but not more than 30·0	0·1	0·1	0·1	0·1	0·1	0·1	0·6
More than 30·0	0·1	0·1	0·1	0·1	0·1	0·1	0·6
Total	0·6	0·6	0·5	0·4	0·3	0·2	2·6

NORTH BORNEO

Almost half of imports from the United Kingdom entered North Borneo free of duty in 1961. Duties on the remaining half were fairly low, though as 6 per cent of imports paid duties of 100 per cent and more, the average rate of duty on all imports was 15 per cent.

One-half of the imports from the United Kingdom in 1961 enjoyed preference, and the average margin on these imports was 11 per cent.

North Borneo was not included in the MacDougall-Hutt results for 1948.

North Borneo

		£ million [c.i.f.]
Total Imports from UK in 1961	(22 per cent of total imports into North Borneo)	**5**
of which:		
Value free of duty		3
Value at *ad valorem* rates of duty		1
Value at specific rates of duty		1
Value at combined specific and *ad valorem* rates of duty		Nil
Value at rates of duty not specifically determined		Nil
		Per cent
Average rate of duty on all imports from the UK		14·8
Average rate of duty on imports from the UK enjoying preference		5·4
Percentage of imports enjoying preference		50·3
Average margin exclusive of duty:		
On imports enjoying preference		10·9
On total imports		5·4
Average margin inclusive of duty:		
On imports enjoying preference		10·3
On total imports		4·7

Imports from United Kingdom in 1961: distribution by margins of preference and rates of duty

Rate of Duty (%)	Margin of Preference (%) 0	More than 0 but not more than 5·0	More than 5·0 but not more than 10·0	More than 10·0 but not more than 15·0	More than 15·0 but not more than 20·0	More than 20·0	Total
0	31·7	0·2	16·9				48·8
More than 0 but not more than 5·0	1·8	4·3	0·5				6·7
More than 5·0 but not more than 10·0	3·7	2·6	9·6	0·2	11·2		27·3
More than 10·0 but not more than 15·0	2·1	0·6		Neg		2·9	5·6
More than 15·0 but not more than 20·0	0·8	0·9	0·1	Neg		0·2	2·0
More than 20·0 but not more than 30·0	0·8					0·1	0·9
More than 30·0	8·7					0·1	8·8
Total	49·7	8·5	27·2	0·2	11·2	3·1	100

BRITISH HONDURAS

Between 8 per cent and 17 per cent of imports from the United Kingdom entered British Honduras free of duty in 1961, and the average rate of duty on all imports from the United Kingdom was 18-20 per cent.

A high proportion of imports (87-97 per cent) enjoyed preference. Margins ranged up to 20 per cent generally, and the average margin in 1961 was about 10 per cent.

British **Honduras was not included** in the MacDougall-Hutt results for 1948.

British Honduras

		£ million [f.o.b. UK]
Total Imports from UK in 1961	(41 per cent of total imports into British Honduras)	**1**
of which:		
Value free of duty		Neg
Value at *ad valorem* rates of duty		1
Value at specific rates of duty		Neg.
Value at combined specific and *ad valorem* rates of duty		Nil
Value at rates of duty not specifically determined		Neg
		Per cent
Average rate of duty on all imports from the UK		18·4–20·2
Average rate of duty on imports from the UK enjoying preference		20·6–20·8
Percentage of imports enjoying preference		86·8–96·8
Average margin exclusive of duty:		
On imports enjoying preference		10·4–11·3
On total imports		9·1–10·9
Average margin inclusive of duty:		
On imports enoyjing preference		8·6–9·4
On total imports		7·6–9·2

Imports from United Kingdom in 1961: distribution by margins of preference and rates of duty (1)

Rate of Duty (%)	Margin of Preference (%) 0	More than 0 but not more than 5·0	More than 5·0 but not more than 10·0	More than 10·0 but not more than 15·0	More than 15·0 but not more than 20·0	More than 20·0	Total
0	10·0-1·5	4·6	2·7-2·3				17·3-8·3
More than 0 but not more than 5·0	0·8	4·7	0·5	0·2			6·3-5·4
More than 5·0 but not more than 10·0		14·3-14·4	3·9-6·6	0·2	3·4	0·5	18·9-24·6
More than 10·0 but not more than 15·0	2·3-1·8	1·0	6·6-4·2	36·9-45·9	0·1-0·2	0·2-0·6	47·1-53·8
More than 15·0 but not more than 20·0							
More than 20·0 but not more than 30·0			2·1	2·3-1·5		0·3	4·4-1·8
More than 30·0				1·1-0·9	4·7	0·5	6·3-6·2
Total	13·2-3·2	24·6-24·7	15·8-13·6	40·6-48·7	4·8-8·3	1·1-1·5	100

(1) Lack of detail in the statistics of commodity trade made it impossible to identify the specific rate of duty for some 17 per cent of the value of total imports from the United Kingdom and these imports have been classified by rates of duty yielding the least, and alternatively, the greatest possible margins of preference. These extremes appear as the left hand and right hand percentages respectively in the appropriate cells. It should be noted that while these extremes often equate with the lowest and highest rates of duty respectively, this relationship does not necessarily follow.

SARAWAK

Almost three-fifths of imports from the United Kingdom entered Sarawak free of duty in 1961, and with few duties over 25 per cent, the average rate of duty was 9 per cent.

Only about one-sixth of imports from the United Kingdom enjoyed preference. The average margin on these imports in 1961 was 15 per cent.

Sarawak was not included in the MacDougall-Hutt results for 1948.

Sarawak

		£ million [c.if..]
Total Imports from UK in 1961	(16 per cent of total imports into Sarawak)	**7**
of which:		
Value free of duty		4
Value at *ad valorem* rates of duty		2
Value at specific rates of duty		1
Value at combined and *ad valorem* rates of duty		Nil
Value at rates of duty not specifically determined		Nil
		Per cent
Average rate of duty on all imports from the UK		9·0
Average rate of duty on imports from the UK enjoying preference		8·6
Percentage of imports enjoying preference		15·5
Average margin exclusive of duty:		
On imports enioying preference		15·3
On total imports		2·4
Average margin inclusive of duty:		
On imports enjoying preference		14·1
On total imports		2·2

Imports from United Kingdom in 1961: distribution by margins of preference and rates of duty

Rate of Duty (%)	Margin of Preference (%) 0	More than 0 but not more than 5·0	More than 5·0 but not more than 10·0	More than 10·0 but not more than 15·0	More than 15·0 but not more than 20·0	More than 20·0	Total
0	56·1	0·1	1·2	1·3			58·7
More than 0 but not more than 5·0	2·6			1·0			3·6
More than 5·0 but not more than 10·0	3·7			10·8		0·1	14·6
More than 10·0 but not more than 15·0	10·6						10·6
More than 15·0 but not more than 20·0	1·1					0·9	2·0
More than 20·0 but not more than 30·0	7·9					0·1	8·0
More than 30·0	2·5						2·5
Total	84·5	0·1	1·2	13·1		1·1	100

Advertisement of Company Meeting

ARMSTRONG WHITWORTH (METAL INDUSTRIES) LIMITED

Increased Turnover

MR. F. J. W. WILLIAMS'S STATEMENT

The Thirty-fifth Annual General Meeting of Armstrong Whitworth (Metal Industries) Limited will be held on June 30 at the offices of the Federation of British Industries, 21 Tothill St., London, S.W.

The following is the Statement by the Chairman, Mr. F. J. W. Williams, QC, circulated with the Report and Accounts for the year ended December 31, 1964.

It is with deep regret that I have to inform you of the sudden death on January 21, 1965 of Sir Adrian Jarvis, Bt., FCA which was followed so closely by that of Sir William Scott, OBE on April 5, 1965.

Sir Adrian had been a Director of the Company since 1938 and Chairman from 1950. Sir William was appointed a Director of the Company in 1938 and retired as Managing Director in July, 1963 after 50 years service with Armstrong Whitworth. He remained on the Board after his retirement as Managing Director and was elected Chairman following Sir Adrian's death. Both Sir Adrian and Sir William will be greatly missed by the Company, their Co-Directors and their many friends.

RESULT OF YEAR'S OPERATIONS

Although our turnover for the year under review was increased by just over 10 per cent compared with the previous year, the profit ratio was lower. As a result the pre-tax profits of the Company for the year ended December 31, 1964 fell to £251,429 compared with £309,239 for the previous year. There remains, after deduction of tax liability of £93,350, a net profit of £158,079 compared with £168,447 for the previous year. After transferring £50,000 to General Reserve and paying the dividend of 6 per cent on the Preference Shares and an interim dividend of 2½ per cent on the Ordinary Shares, the Board recommends that a final dividend of 12½ per cent less tax be paid, thus making 15 per cent less tax for the year, which is the same as for the previous year.

The reason for the reduced profit ratio is that the benefits arising from our progressive introduction of the most modern methods and equipment have been more than out-weighed by the rapid and steady rise in all elements of cost. Under ruling market conditions it has not been possible to recover this adverse difference by equivalent increases in prices. There is also in this area an acute shortage of skilled and semi-skilled labour which is affecting production in certain of our departments especially the Engineering section.

RESEARCH AND DEVELOPMENT WORK

A considerable amount of research and development work has been carried out in all departments. Our policy of plant replacement and the purchase of additional plant and equipment has been continued. The electric arc furnaces at our Jarrow Steel Foundry have been equipped with fume extraction and cleaning equipment to conform to the Clean Air Act. A similar set of equipment has been installed at Close Works for the Air Furnaces.

The Crushing Plant Division has continued to expand and has produced an all time record both in sales and in the number of equipments supplied to the home market and for export. During the year several new types of equipment have been introduced all of which have been received with considerable interest in our various markets and the present demand for our "KUE-KEN" range of crushers remains high.

ROLL DEPARTMENT

In spite of the improvement in the order position at the end of 1963, our Roll Department has still been operating below full capacity. In the export markets we have met severe competition from Continental manufacturers and the Japanese. As Rolls are a major product this result is disappointing but I am pleased to report that the order book for the first part of 1965 has further improved.

ENGINEERING DEPARTMENT

The Engineering Department had a good year and has produced a greater turnover than in the previous year. As a considerable amount of work is placed with us on a subcontract basis profit margins have always been limited and this market is proving keener than ever. The order book for the first months of 1965 stands at a very much improved figure.

STEEL AND IRON FOUNDRIES

The Steel Foundry department had a better year on the steel casting side but the world wide shortage of molybdenum has seriously affected our Ingot business.

On the Iron Foundry side there was, as forecast, an improvement in business and here again we have started this year with a better order book. The new Triple Mains Frequency Induction Melting unit is now completed and in production. This will be of considerable benefit to us and will supplement our range of products as well as improve efficiency.

In the Mining equipment section and in spite of the fact that we have not operated at full capacity the year has been satisfactory and we have carried out a considerable amount of special development work which, it is hoped, will benefit us in the future.

As we hoped the pursuit of oil and natural gas in the North Sea has had a beneficial effect on our Oil Field Drilling equipment business and we have a much better order book as the result.

EXPORT BUSINESS

A great deal of attention has been paid to expanding our export business as in 1963 not only in Europe and the Commonwealth but in the Far East including China. We exhibited in 1964 at both the major exhibitions held in Pekin and we are hopeful that the interest shown there in our products will eventually produce a good market.

Mr. J. L. Smith who is manager of our Iron & Roll Foundries at Close Works, has been appointed to the Board. This is in accordance with the Company's stated policy of promotion within the existing organization wherever possible. Mr. Smith has been a member of our senior staff for many years and a member of our Local Board for a number of years. We shall benefit greatly from Mr. Smith's long experience.

IMPROVED ORDER BOOK FOR 1965

Although we have started 1965 with an improved order book and the current rate of intake of orders is satisfactory, nevertheless the recent increases in operating costs due amongst other things to the rise in cost of fuel, power, materials and labour, makes it most difficult to forecast with any confidence what the outcome of the next year will be. In addition there will have to be borne in mind the anticipated impact of the provisions of the Finance Act on the distribution of profits by way of dividends. We are however, doing everything possible to improve our manufacturing techniques and efficiency in order to overcome these problems.

I would like on behalf of my colleagues and myself to express appreciation and gratitude to the Management and Employees for their unremitting hard work throughout the year.

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Smaller increase in Industry's Stocks in first quarter

THE VOLUME of stocks held by manufacturers and distributors is provisionally estimated to have risen by £51 million (at 1958 prices, seasonally adjusted) during the first quarter of the year, a smaller increase than those recorded in the immediately preceding quarters. The main feature of this smaller increase, as compared with the increase in the fourth quarter of 1964, was the change in the distributive sector, where wholesalers' stocks showed a fall of £13 million after a rise of £31 million in the fourth quarter of last year. This very large difference between two quarters may reflect in part the irregularities in the series and the difficulty of making appropriate seasonal adjustments. This uncertainty does not, however, affect the conclusion from the latest figures that the underlying trend of stockbuilding over the manufacturing and distributive sectors as a whole, after reaching a peak in the second quarter of last year, has since then continued downwards, though the quarterly increases in stocks have remained quite large.

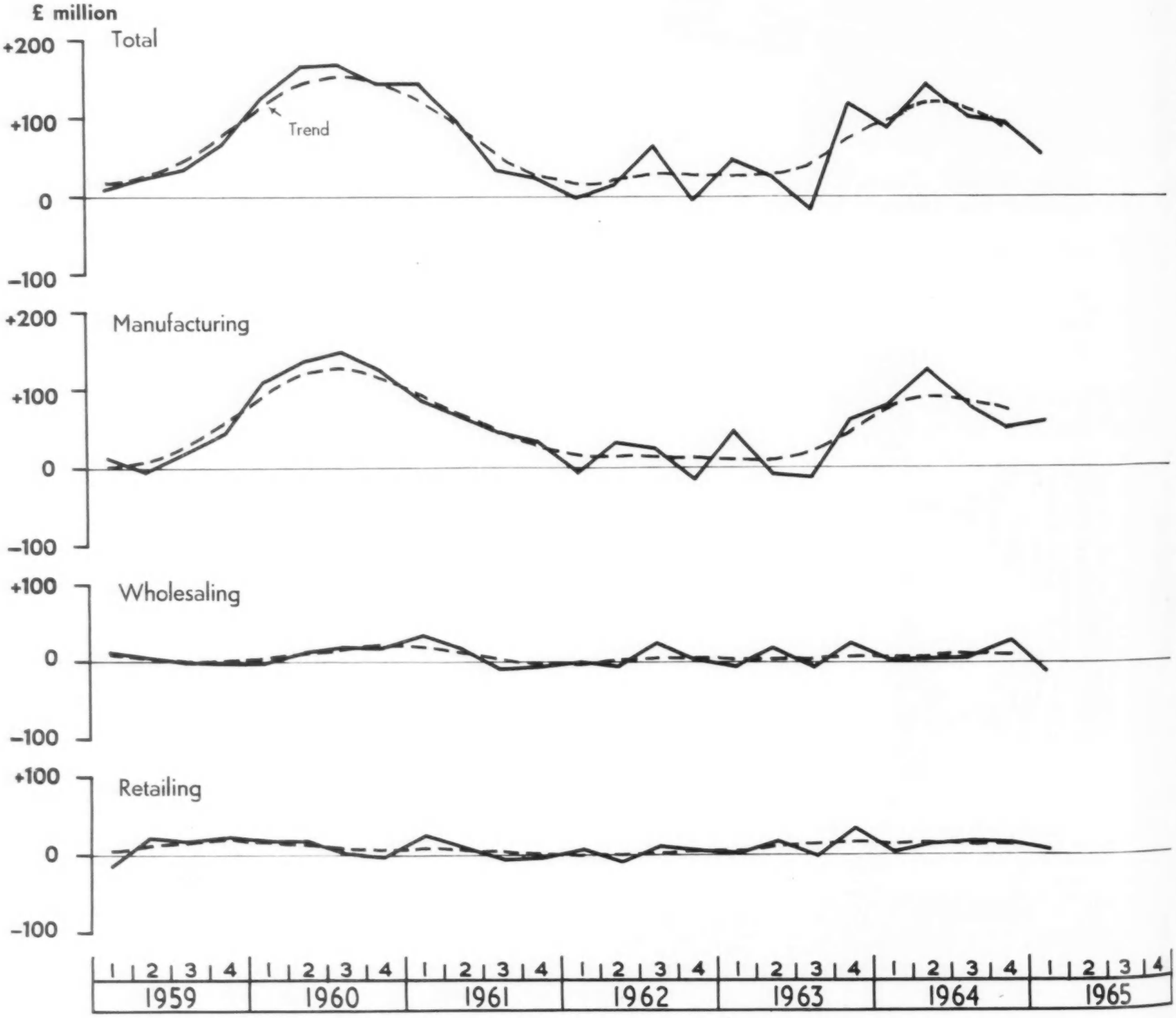
Manufacturers' stocks

Provisional figures for the first quarter of 1965 show that the total volume of manufacturers' stocks and work in progress (at 1958 prices, seasonally adjusted) rose by £58 million or by a little less than 1 per cent. This increase was slightly more than in the previous quarter but well below the increases shown for the second and third quarters of 1964 (manufacturers' stockbuilding reached its peak in the second quarter) suggesting that the underlying downward trend has not been interrupted.

Since the rise in manufacturing production in the first quarter, on a seasonally adjusted basis, matched the rise in stocks, there was no change in the stocks/production ratio which remained at the same level as at the end of last year.

The increase in manufacturers' total stocks and work in progress of £58 million over the first quarter of the year was made up of a rise of £73 million in work in progress and a fall of £16 million in stocks of finished goods with virtually no change in stocks of materials and fuel. The figures for detailed sectors of industry will, as usual, not be published until the final first quarter estimates appear in the *Board of Trade Journal* of July 9. It is clear from the provisional figures, however, that there was a fall in the stocks of the 'food, drink and tobacco' and the 'chemical and allied (including mineral oil refining)' sectors, mostly accounted for by reductions in their stocks of materials and fuel. A substantial increase in the stocks and work in progress of the 'engineering,

Changes in industry's stocks at 1958 prices, seasonally adjusted



shipbuilding and vehicles' group of industries was largely due to a continued steep rise in work in progress. Motor vehicle manufacturers experienced a substantial fall in stocks of finished goods, probably due in part to car dealers making heavy demands on manufacturers in the pre-Budget period.

Wholesalers' stocks

It is provisionally estimated that the volume of stocks (at 1958 prices, seasonally adjusted) held by wholesalers, fell by £13 million (or about 1.3 per cent) during the first quarter of 1965. This compares with an increase of £31 million in the fourth quarter of 1964 and modest rises earlier in that year. The fall in stocks in the first quarter appears to have been concentrated in the general wholesale distributors sector (Minimum List Heading 810).

Retailers' stocks

The volume of retailers' stocks (at 1958 prices, seasonally adjusted) rose by £6 million (or 0.5 per cent) during the first quarter of 1965 after increasing by £15 million in the final quarter of last year.

The figures of changes in retailers' stocks have been revised since they were last published, the series having been fully rebased on the detailed results of the 1961 Census of Distribution. What is entailed in rebasing is described, in regard to the monthly series on retailers' sales, in the *Board of Trade Journal* of February 12, 1965, and the description given there of the procedure applies, *mutatis mutandis*, to the rebasing of the series on retailers' stocks. The revised series has also been made consistent, in regard to the stock changes during 1962 and 1963, with the results obtained from the annual inquiries for these years. Finally, the factors used to obtain seasonally adjusted estimates have been recalculated.

These revisions to the series have resulted in changes to most of the figures shown from 1961. In particular, the full rebasing of the series on the results of the 1961 Census of Distribution has altered the pattern of the quarterly changes at book values (shown in Table 4) within the year, mainly by reducing the first quarter change and increasing those for the second and third quarters. In the seasonally adjusted figures of Table 1 the revisions have resulted in alterations; in particular, in 1963 and 1964 there have been reductions in the fourth quarter changes and increases in those for the second quarter.

Table 1. Changes in the volume of industry's stocks at 1958 prices seasonally adjusted[a]

£ million

Period	(b) Manufacturing	(c) Wholesaling	(d) Retailing	(e) Total
Level of stocks at December 31, 1959	4,952	810	951	6,713
1960	+520	+48	+37	+605
1961	+230	+36	+29	+295
1962	+ 33	+22	+14	+ 69
1963	+ 89	+29	+55	+173
1964	+332	+44	+47	+423
1960 1st quarter	+109	N/C	+18	+127
2nd quarter	+138	+11	+18	+167
3rd quarter	+148	+19	+ 2	+169
4th quarter	+125	+18	— 1	+142
1961 1st quarter	+ 86	+35	+25	+146
2nd quarter	+ 66	+17	+10	+ 93
3rd quarter	+ 45	— 9	— 4	+ 32
4th quarter	+ 33	— 7	— 2	+ 24
1962 1st quarter	— 8	N/C	+ 5	— 3
2nd quarter	+ 31	— 7	—10	+ 14
3rd quarter	+ 26	+26	+11	+ 63
4th quarter	— 16	+ 3	+ 8	— 5
1963 1st quarter	+ 49	— 4	+ 3	+ 48
2nd quarter	— 9	+17	+18	+ 26
3rd quarter	— 12	— 7	— 1	— 20
4th quarter	+ 61	+23	+35	+119
1964 1st quarter	+ 79	+ 2	+ 3	+ 84
2nd quarter	+126	+ 5	+12	+143
3rd quarter	+ 77	+ 6	+17	+100
4th quarter	+ 50	+31	+15	+ 96
1965 1st quarter	+ 58	—13	+ 6	+ 51

Table 2. Changes in the volume (at 1958 prices-seasonally adjusted) of stocks held by manufacturing industry [a] [b] [f]

£ million

Period	ANALYSIS BY INDUSTRY GROUP							ANALYSIS BY TYPE OF ASSET		
	Food, drink and tobacco	Chemicals and allied industries	Metal manufacture	Engineering, shipbuilding and vehicles	Textiles, leather and clothing	Other manufacturing industries	Total all manufacturing industries			
	Standard Industrial Classification Orders									
	III	IV	V	VI-IX	X-XII	XIII-XVI	III-XVI	Materials and fuel	Work in progress	Finished goods
Level of stocks at December 31, 1959	720	456	384	2,295	606	491	4,952	1,940	1,785	1,227
1960	+52	+41	+73	+250	+42	+62	+520	+225	+127	+168
1961	+18	+15	+ 7	+134	+23	+33	+230	+ 51	+ 84	+ 95
1962	+31	+ 2	—24	+ 29	— 6	+ 1	+ 33	— 50	+ 32	+ 51
1963	+57	+ 1	+ 5	+ 58	—27	— 5	+ 89	— 10	+ 97	+ 2
1964	+ 7	+31	+30	+193	+48	+23	+332	+107	+144	+ 81
1960 1st quarter	+ 7	+ 1	+16	+ 64	+13	+ 8	+109	+ 52	+ 23	+ 34
2nd quarter	+14	+15	+15	+ 64	+13	+17	+138	+ 62	+ 37	+ 39
3rd quarter	+ 9	+15	+27	+ 55	+26	+16	+148	+ 70	+ 22	+ 56
4th quarter	+22	+10	+15	+ 67	—10	+21	+125	+ 41	+ 45	+ 39
1961 1st quarter	+ 9	+10	+12	+ 33	+ 5	+17	+ 86	+ 39	+ 39	+ 8
2nd quarter	— 2	+ 5	+ 1	+ 30	+13	+19	+ 66	+ 17	+ 20	+ 29
3rd quarter	+12	+ 3	— 5	+ 30	N/C	+ 5	+ 45	+ 15	+ 15	+ 15
4th quarter	— 1	— 3	— 1	+ 41	+ 5	— 8	+ 33	— 20	+ 10	+ 43
1962 1st quarter	+ 9	— 5	—12	+ 10	+ 1	—11	— 8	— 13	— 1	+ 6
2nd quarter	+10	— 3	— 4	+ 29	— 2	+ 1	+ 31	N/C	+ 21	+ 10
3rd quarter	+12	+ 6	— 9	+ 18	— 4	+ 3	+ 26	— 14	+ 15	+ 25
4th quarter	N/C	+ 4	+ 1	— 28	— 1	+ 8	— 16	— 23	— 3	+ 10
1963 1st quarter	+ 2	+ 8	+ 5	+ 29	— 9	+14	+ 49	— 7	+ 33	+ 23
2nd quarter	+21	— 4	N/C	— 12	— 5	— 9	— 9	— 8	+ 5	— 6
3rd quarter	— 1	— 6	— 6	+ 7	— 4	— 2	— 12	— 15	+ 20	— 17
4th quarter	+35	+ 3	+ 6	+ 34	— 9	— 8	+ 61	+ 20	+ 39	+ 2
1964 1st quarter	+ 1	+ 5	+14	+ 51	+11	— 3	+ 79	+ 39	+ 46	— 0
2nd quarter	—11	+16	+18	+ 65	+27	+11	+126	+ 28	+ 39	+ 59
3rd quarter	+ 7	+ 4	— 5	+ 61	— 1	+11	+ 77	+ 3	+ 36	+ 38
4th quarter	+10	+ 6	+ 3	+ 16	+11	+ 4	+ 50	+ 37	+ 23	— 10
1965 1st quarter							+ 58	+ 1	+ 73	— 16

Table 3. Changes in the volume (at 1958 prices seasonally adjusted) of stocks held by wholesalers [a] [f]

£ million

S.I.C. M.L.H.			1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1959
810	General wholesale distributors . .	1960	— 1	+10	+15	+ 2	+26	548
		1961	+28	+10	— 2	—10	+26	
		1962	— 6	—11	+16	+ 5	+ 4	
		1963	— 4	+11	—13	+19	+13	
		1964	— 2	+ 4	+ 7	+32	+41	
		1965						
831	Dealers in coal, builders' materials, etc.	1960	N/C	+ 1	N/C	+ 3	+ 4	77
		1961	+ 1	+ 1	— 1	— 1	N/C	
		1962	+ 1	N/C	+ 2	+ 1	+ 4	
		1963	+ 2	+ 2	— 2	+ 3	+ 5	
		1964	+ 1	— 1	+ 5	— 2	+ 3	
		1965						
832	Dealers in industrial materials and machinery	1960	+ 1	N/C	+ 4	+13	+18	185
		1961	+ 6	+ 6	— 6	+ 4	+10	
		1962	+ 5	+ 4	+ 8	— 3	+14	
		1963	— 2	+ 4	+ 8	+ 1	+11	
		1964	+ 3	+ 2	— 6	+ 1	N/C	
		1965						
	Total wholesalers	1960	N/C	+11	+19	+18	+48	810
		1961	+35	+17	— 9	— 7	+36	
		1962	N/C	— 7	+26	+ 3	+22	
		1963	— 4	+17	— 7	+23	+29	
		1964	+ 2	+ 5	+ 6	+31	+44	
		1965	—13					

Table 4. Changes in the value (at book values) of stocks held by manufacturers and distributors [a]

£ million

		1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1959
Manufacturing (b)	1960	+128	+181	+128	+161	+598	5,048
	1961	+112	+104	+ 47	+ 55	+318	
	1962	+ 9	+ 29	+ 14	+ 33	+ 85	
	1963	+ 67	N/C	+ 10	+152	+229	
	1964	+120		+108	+144	+552	
	1965	+128	+180				
Wholesaling (c)	1960	+ 7	+ 18	+ 52	— 22	+ 55	819
	1961	+ 44	+ 20	+ 15	— 36	+ 43	
	1962	+ 6	+ 5	+ 40	— 19	+ 32	
	1963	— 6	+ 23	+ 23	+ 8	+ 48	
	1964	+ 12	+ 26	+ 45	+ 10	+ 93	
	1965	— 9					
Retailing (d)	1960	+ 68	+ 15	— 19	— 20	+ 44	949
	1961	+ 69	+ 36	— 10	— 34	+ 61	
	1962	+ 60	— 1	— 1	— 13	+ 45	
	1963	+ 56	— 6	— 13	+ 26	+ 63	
	1964	+ 55	+ 13	+ 7	+ 15	+ 90	
	1965	+ 72					
Total (e)	1960	+203	+214	+161	+119	+697	6,816
	1961	+225	+160	+ 52	— 15	+422	
	1962	+ 75	+ 33	+ 53	+ 1	+162	
	1963	+117	+ 17	+ 20	+186	+340	
	1964	+187	+219	+160	+169	+735	
	1965	+191					

Notes relating to Tables 1-4.

(a) The estimates are shown to the nearest £ million, but should not be regarded as accurate to this degree.

(b) Standard Industrial Classification Orders II-XVI.

(c) S.I.C. Minimum List Headings 810, 831, 832.

(d) S.I.C. Minimum List Heading 820.

(e) S.I.C. Orders III-XVI and XX.

(f) Care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

The relationship of manufacturers' stocks to manufacturing production

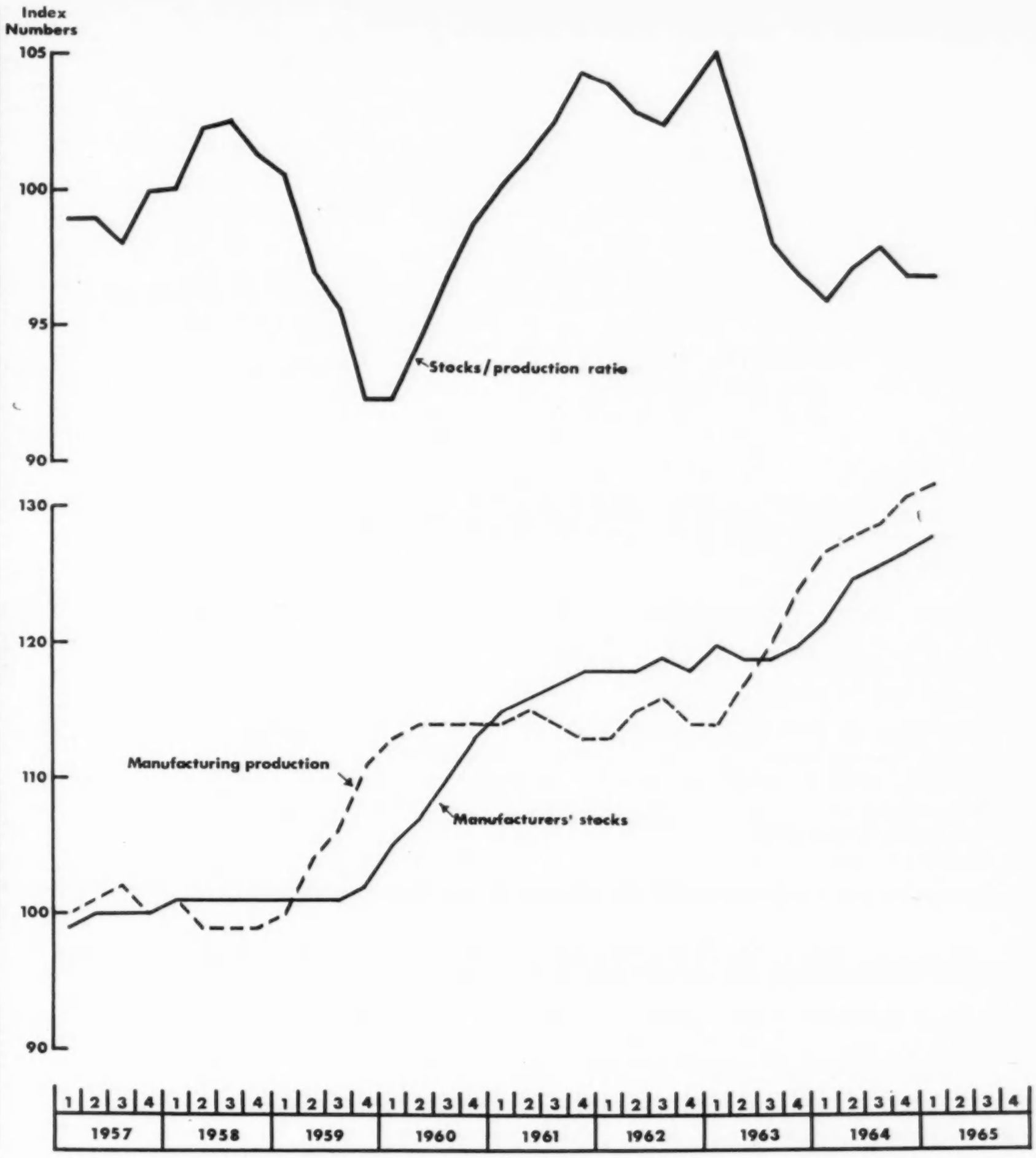
Period (quarters)		Index numbers 4th quarter 1957 = 100 seasonally adjusted (1) Stock levels (at 1958 prices)	Production (with 1958 net output weight) (2)	Ratio of stocks to productio (3)
1957	1	99	100	98·9
	2	100	101	99·0
	3	100	102	98·1
	4	100	100	100·0
1958	1	101	101	100·1
	2	101	99	102·3
	3	101	99	102·6
	4	101	99	101·4
1959	1	101	100	100·6
	2	101	104	97·0
	3	101	106	95·7
	4	102	111	92·3
1960	1	105	113	92·3
	2	107	114	94·6
	3	110	114	96·8
	4	113	114	98·8
1961	1	115	114	100·4
	2	116	115	101·3
	3	117	114	102·4
	4	118	113	104·4
1962	1	118	113	104·1
	2	118	115	103·0
	3	119	116	102·5
	4	118	114	103·8
1963	1	120	114	105·2
	2	119	117	101·7
	3	119	121	98·2
	4	120	124	97·1
1964	1	122	127	96·1
	2	125	128	97·3
	3	126	129	98·1
	4	127	131	97·0
1965	1	128	132	97·0

Notes

(1) The index numbers of the level of stocks relate to the end of each quarter; the index of production refers to production during the quarter.

(2) The index of production with 4th quarter 1957 as the base has been converted arithmetically from the official 1958 based index linked to estimates for 1956 and 1957 derived from the previous index based on 1954.

(3) The index numbers of the stocks-production ratios are calculated from unrounded estimates of the data in the previous two columns.



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Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, June 4, 1965.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
The Queen Sees Germany	Br/E 30344	11	May 31	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Look at Life Series 25: *Volunteers for Service*	Br/E 30345	9	May 31	" "	" "
Look at Life Series 26: *Living on Skis*	Br/E 30346	10	May 31	" "	" "
Mining Review No. 10 – 18th Year	Br/E 30347	10	June 1	Data Film Distributors Ltd.	National Coal Board
Hysteria	Br/E 30349	75	June 3	Metro-Goldwyn-Mayer Pictures Ltd.	Hammer Film Productions Ltd.
Look at Life Series 26: *Men Against the Sea*	Br/E 30350	9	June 4	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Movietone News 1877A	Br/E 29936	8	June 4	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1878	Br/E 29937	8	June 4	" "	" "
Pathe News 65-44	Br/E 29988	8	June 4	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 65-45	Br/E 29989	7	June 4	" "	" "
			FOREIGN		
Ensign Pulver	F 30348	83	June 2	Warner-Pathe Distributors Ltd.	Warner Brothers Pictures Inc.

CORRECTIONS TO THE REGISTER:
The particulars of the following films have been corrected as shown below:
'Goliath – King of the Slaves' (F 30173) registered on March 10, 1965, has been corrected to show the additional maker: Productions Georges de Beauregard, Paris.
'Tiger of Terror' (F 30228) registered on March 31, 1965, has been corrected to show the additional maker: Eichberg Film, Munich.
'Hercules Attacks' (F 30293) registered on May 5, 1965, has been corrected to show the additional maker: Comptoir Francais Films Productions, Paris.
'The Magnificent Three' (F 30294) registered on May 5, 1965, has been corrected to show the additional maker: Copercines, Madrid.
'Ride and Kill' (F 30295) registered on May 5, 1965, has been corrected to show the additional maker: Fenixfilm, Madrid.

Gold and currency reserves in May

HM TREASURY announce that the gold and convertible currency reserves rose by £181 million to stand at £1,021 million on May 31.

The equivalent of £500 million was drawn from the IMF on May 25 and the equivalent of a further £14 million was provided by Switzerland under a parallel arrangement. Outstanding short-term assistance under the $3,000 million credit facilities, amounting to $1,097 million, was repaid.

Business Monitor: Production Series

THE following titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HM Stationery Office, PO Box 569, London, S.E.1:

Monthly at £1 a year, post free:
Cars and Commercial Vehicles for April 1965.
Rotating Electrical Machinery for December 1965.
Locomotives for March 1965.

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Linen for January-March 1965.

Regional Organization of the Board of Trade

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department are given below.

Northern Region
Wellbar House, Gallowgate,
Newcastle-upon-Tyne, 1. (Tel. Newcastle 27575. Code: ONE 2. 27575. Telex No. 53178.)
Sub-Office for Cumberland and Westmorland:
West Riding House, 4 Oxford Street, Workington, Cumberland. (Tel. Workington 3788.)
R. Wood.

Yorkshire and Humberside Region
Pearl Chambers, East Parade, Leeds, 1. (Tel. Leeds 31761. Code: OLE 2. 31761. Telex No. 55265.)
E. Atherton.

Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 6271. Telex No. 25991.)
D. A. Wilson, C.B.E.

London and South Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 4355. Telex No. 25991.)
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South Western Region
Prudential Buildings, Wine Street, Bristol, 1.
(Tel. Bristol 294821.
Code: OBR 2. 294821. Telex No. 44214.)
M. Weber.

Wales
Government Buildings, Gabalfa, Cardiff. (Tel. Cardiff 62151. Code: OCA 2. 62151. Telex No. 49203.)
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Midland Region
Somerset House, 37 Temple Street, Birmingham, 2.
(Tel. Birmingham Midland 8221.
Code: 021. MID 8221. Telex No. 33702.)
P. J. L. Homan.

North Western Region
76 Newton Street, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. Telex No. 66104.)
R. J. Forbes, C.B.E.

Scotland
314 St. Vincent Street, Glasgow, C3. (Tel. Glasgow City 2855. Code: 041. CITy 2855. Telex No. 77583.) District Office: 29a High Street, Inverness. (Tel. Inverness 30867/8. Code: OIN 3. 30867/8.)
C. J. A. Whitehouse, O.B.E.

Northern Ireland
Ministry of Commerce (Northern Ireland), Chichester House, Chichester Street, Belfast.
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CATALOGUES MAY BE OBTAINED FROM THE AUCTIONEERS' INQUIRY OFFICES, DEPT. A2, BYARD LANE, BRIDLESMITH GATE, NOTTINGHAM. Tel. Nottingham 54272 (10 lines).

Government surplus sales by auction

MINISTRY OF DEFENCE (ARMY DEPT.)

1965	Stores	Location	Auctioneers
June 17 .	Machine tools, blankets, B.D. blouses and trousers, boots and shoes, tentage, carpets, groundsheets, haversacks, webbing equipment, kitchen utensils, cutlery, furniture, batteries, electrical and M.T. spares, tools, lifting jacks, scrap metal, fire trailer pumps, triple gang mowers, etc.	Command Ordnance Depot, Coypool and other locations. (*Sale at Plymouth.*)	Woolland Son & Manico (Dept. L), Kinterbury House, St. Andrew's Cross, Plymouth. (Tel. Plymouth 69292).
June 22 .	Motor cyclists' jackets and leggings, raincoats, boots, men's and women's rubber knee boots, leather and composition boot soles and heels, tents, waterproof covers, rags, woodworking machines by Wadkin, White, Robinson, Cooksley, mild steel sheets, torque wrenches, lifting and traversing jacks, steel racking, screw cutting tools, bench vices, tackle blocks, twist drills, wire clamps, spanners, 6-cylinder petrol engines, vehicle and aircraft spares, tyres, draw bars, steel angle iron stakes and pickets, steel pallets, ladders, cameras, projectors, amplifiers and equipment, clasp knives, steel boxes, paint and sprays, mattresses, folding and other tables, assorted chairs, beds, folding forms, carpets, kitchen equipment, etc.	Central Ordnance Depot, Bicester, Oxon. .	Midland Marts Ltd. (Dept. L), Market Square, Bicester. (Tel. 73).
June 30 .	Clothing, blankets, footwear, furniture, mattresses, kitchenware, mixed rags, electric cable, engineers' tools, wireless receivers, etc.	Command Ordnance Depot, Kinnegar, Holywood, Co. Down, Northern Ireland. (*Sale at The Mart, 13 Gloucester Street, Belfast*).	Osborne, King and Megran (Dept. L), 14 Montgomery Street, Belfast, 1. (Tel. 20233).
July 2 .	Clothing, webbing equipment, insulated cable, furniture and curtains, tentage, jerricans, M.T. spares, etc., steel helmet bodies.	Colchester and Cambridge. (*Sale at Command Ordnance Sub-Depot, Reed Hall, Colchester.*)	Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester. (Tel. 73171).

Catalogues for each sale shown above may be obtained from the appropriate Auctioneer 14 days prior to the date of Sale. Price 1s. 0d. (*Postal Orders only.*)

MINISTRY OF DEFENCE (AIR FORCE DEPT.)

1965	Stores	Location	Auctioneers
June 17 .	Miscellaneous stores and equipment . .	No. 35 Maintenance Unit, Royal Air Force, Heywood.	Brady & Son (AFD1), 17 Warren Street, Stockport. (Tel. Stockport 2252).

The above sale will include the following:

Radio and electrical: Comparators; rubber covered and other cable; Azimuth indicators; electron tubes; receivers; capacitors; relays; transformers; test equipment; indicators; plugs and connectors; radio valves; generators; salvage electric irons and kettles; headsets; electric motors; portable compressors; lead acid accumulators; telephone sets; miscellaneous radio and electrical equipment, etc.

Fabrics: Salvage textiles and footwear; salvage tarpaulins; salvage rubber tyres and tubes; hessian; salvage tentage; canvas covers, etc.

General stores: Theodolites and stands; gauges; workshop equipment; metal storage cabinets; metal shelters; heavy duty hosing; chairs and other furniture; Salter weighing machines; hospital ward equipment; nuts, bolts, rivets and washers; hydraulic jacks; metal racking components; anvils and swage blocks; steel safes; metal handcarts; airframe spares; metal bedsteads; oils and greases; 'Kee Klamp' pallet parts; 16,000 gallons of de-icing fluid; low loading and other trolleys; metal pickets, etc.

June 23, 24 and 25	Nissen and Romney type, Uniseco and brick/asbestos buildings with large quantity of sanitary and electrical fittings, Denison weighbridge (30 tons). Approx. 1,100 lots in all.	Sculthorpe Airfield, Fakenham, Norfolk .	Cruso and Wilkins, 16 The Square, Fakenham, Norfolk (Tel. 2555) or Tuesday Market Place, Kings Lynn, Norfolk. (Tel. 3111).

Catalogues free of charge from the Auctioneers. View day June 22 only.

July 14 .	Miscellaneous stores and equipment – mostly furniture in small lots.	Royal Air Force, Yatesbury . . .	Bruton Knowles & Co. (AFD1), Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).
July 22 .	Miscellaneous stores and equipment . .	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland (AFD1), 65 Coventry Street, Kidderminster. (Tel. Kidderminster 2053 and 4211).

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale on application to the Auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*).

Catfoss airfield: 365 acres with vacant possession on completion, except for 40 acres or thereabouts subject to annual agricultural tenancy, including three hangars A, A1 and T1 type, and other useful buildings will be offered for sale by public auction in 13 lots on Tuesday, June 29, 1965, at 3.00 p.m., in the Exchange Sale Rooms of Messrs. Dee and Atkinson, Driffield, E. Yorks.

For further particulars and free catalogues apply to the auctioneers, Messrs. Dee and Atkinson, Exchange Street, Driffield, E. Yorks. Tel. Driffield 3151/2 or 14 North Bar Within, Beverley. Tel. 882624.

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Exhibitions and Fairs

British shipyard receives order for 167,000 tons tanker at Oslo exhibition

THE BIGGEST Shipping Exhibition ever staged in Norway was opened in Oslo on May 14 in the presence of HM King Olav, who later toured the stands. The exhibition was an innovation for Norway, being the first shipping exhibition in which foreign exhibitors have been invited to take part.

Norwegian exhibitors were the strongest contingent with 130 firms taking part. British exhibitors (37 firms) were numerically second, well ahead of Sweden (17 firms), West Germany (12 firms), the Netherlands (7 firms), Japan (6), Denmark (3), France (2), and Hungary, Italy, Finland, Poland and Malaysia with one exhibitor apiece.

The British shipbuilding industry stand, of over 400 sq. metres, was the largest individual stand at the exhibition, which covered in all an area of some 17,000 sq. metres. Twenty-two firms or groups, together with the British Ship Research Association and Pametrada, exhibited on this stand, which was organized by the Shipbuilding Conference, with the support of the Board of Trade This was the fourth recent participation by the Conference in Scandinavia and incidentally the largest. Cammell Laird and Swan Hunter exhibited individually with eye-catching stands. British ships' components and equipment firms were also prominently represented, with to name a few, Cockburns, Hamworthy, Whessoe, Lockheed Hydraulics, the Richardsons Westgarth group, Kelvin-Hughes, Decca, ICI, Houseman and Thompson, as well as Ellerman's Wilson Line, the Tyne Improvement Commission and British Waterways. Additionally many Norwegian agents showed the products of their British principals, from galley equipment to auxiliary engines and controls. Lloyd's Register of Shipping had a comprehensive display on a stand neighbouring the British Shipbuilding Industry stand; the formation of a Norwegian committee of Lloyd's Register was announced just before the exhibition opened.

May 19 was designated 'British Shipbuilding Day.' Mr. Roy Mason, Minister of State (Shipping), Board of Trade, came to Oslo for the occasion and spent the morning at the exhibition with British exhibitors. He was then able to announce that by that date Norwegian owners had ordered 162,000 gross tons from British yards in 1965, three times the volume of 1964 ordering. He said that more orders were in the pipeline, and estimated that the figure might reach 400,000-500,000 tons over the following six weeks. A substantial step towards this figure was taken when on May 21 it became known that the Stavanger shipowner Sigval Bergesen had placed an order with Harland and Wolff for a 167,000 deadweight ton tanker, the largest ship so far ordered in the world, for delivery in the fourth quarter of 1967. Other orders for Norwegian owners announced during the exhibition were for an 18,000 ton d.w. bulk carrier placed at Lithgows and to be engined by John G. Kincaid & Co. Ltd.; and two 46,000 ton

(*Continued at foot of page* 1322)

UK Trade Fairs and Exhibitions

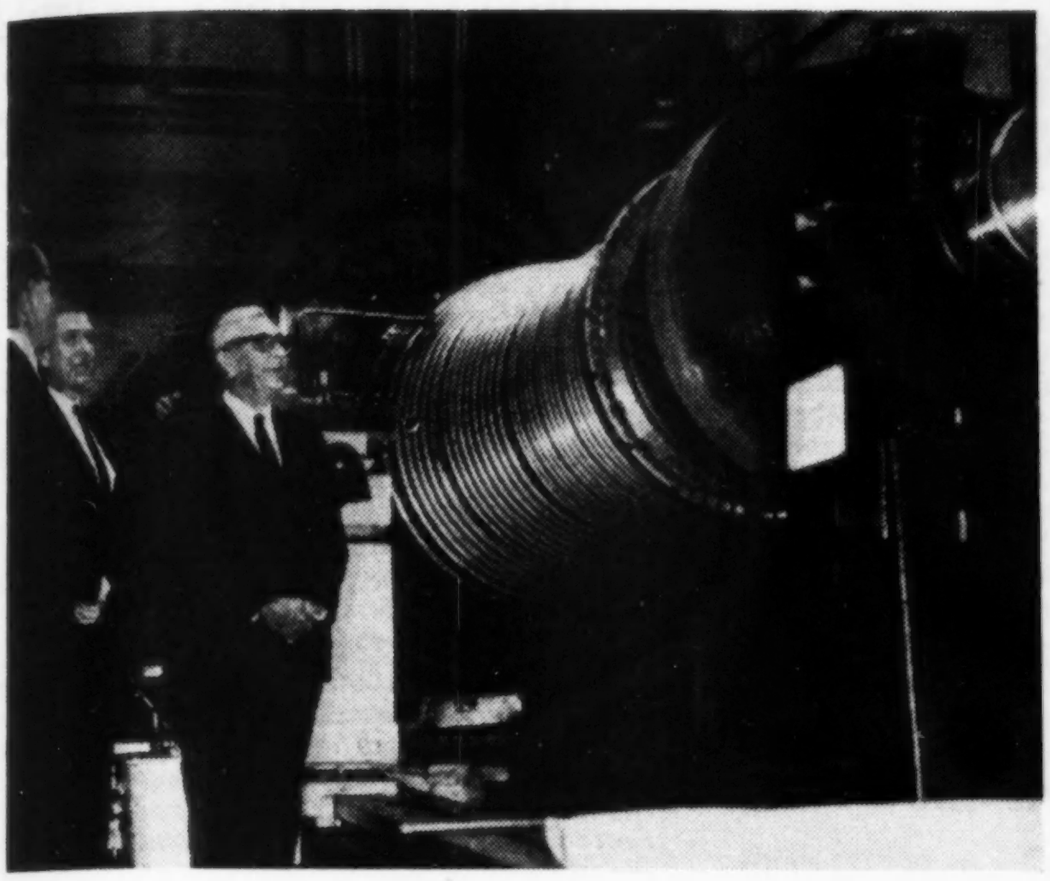
IN THE LIST of trade fairs and exhibitions in the United Kingdom published in the *Board of Trade Journal* of May 7, the dates of the Engineering Materials and Design Exhibition and Conference, 1965, should read September 13 to 17.

The International Factory Equipment Exhibition has now been discontinued and in its place Industry 65 (The International Industrial Equipment and Services Exhibition) will be held at Earls Court from November 15 to 20

Details of the amendments and additions to the classified lists of Trade Fairs and Exhibitions are to be found on page 1322.

The picture on the left shows HM King Olav VI (centre) accompanied by Mr. Rolg Stranger (left) chairman of the Exhibition and Mr. Mowinckel-Larsen during a visit to the British shipbuilding Industry stand. The picture on the right shows Mr. Roy Mason, Minister of State, (Shipping) Board of Trade (left) with Mr. R. F. Capey, Director of the Ship Repair Division of Cammell Lairds on the company's stand.

TURBINE EQUIPMENT FOR AUSTRALIA



A party of chief executives of Australian State Electricity and Water Undertakings is visiting Britain for one month as the guests of the Commonwealth Relations Office under arrangements made by the Central Office of Information. Seen here looking at the turbine shaft for a 60 megawatt turbo generator (destined for the Muja Power Station, Western Australia) in the workshops of C. A. Parsons and Co. Ltd., Newcastle, are (left to right) Mr. G. M. Baker (managing director); Mr. H. Neil Smith (Commissioner), State Electricity Commission, Queensland; and Mr. J. B. Jukes (general manager), State Electricity Commission of Western Australia.

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British firm takes £100,000 worth of orders at 13th Interstoff

THERE was a record participation by 50 British firms at the 13th Interstoff – Trade Fair for clothing textiles – which took place from May 25-28 on the Frankfurt Fair ground. The international character of the fair was underlined by the fact that almost two-thirds of all the exhibitors came from outside Germany. In total, 446 firms from 17 different countries showed their latest fabric collections designed for the spring and summer of 1966.

As at previous fairs, the Textile Promotion Consultative Committee, in collaboration with the Board of Trade, arranged a 'joint venture' Group display in which 24 British firms participated. In addition the TPCC organized an attractively decorated information stand on which sample lengths of material were displayed on behalf of a further 24 manufacturers. On May 26-27 Lord Rhodes, Parliamentary Secretary, Board of Trade, visited the fair.

From the very start of the fair business was brisk. 'I only wish I had more sales staff' was the comment of one of the British exhibitors whose stand was filled with trade buyers on the first morning. When the doors were finally closed on the Friday evening almost all the British participants expressed themselves well satisfied with the results they had achieved. Many estimated that their sales were up by 20-30 per cent compared with last year, while others were even more enthusiastic. One British firm in the 'joint venture' group showing for the first time their new all-over laminated and printed dress lace in cotton, nylon, rayon and rayon and Terylene took £100,000 worth of orders during the four days of the fair.

Whether in silks, man-made fibres, fashionable woollens or cottons, the trend towards rising quality and high fashion was particularly noticeable at this year's event. Fabrics for ladies' outerwear, men's clothing, sport and casual apparel, shirts, blouses, children's fashions, ladies' underwear and swim and beach wear were shown in abundance. The demand for lightness and freedom of movement in clothing for leisure-wear provided a special stimulus of demand for elasticized fabrics and knit and knit-weave goods of all kinds. Crease-resistance and washability were also, of course, strong points of interest. A British group, promoting a new man-made fibre, had a washing machine installed on their stand and were able to show, in a very practical manner, the attraction to the busy housewife of the easy-to-care-for quality of their fabric.

Both by their participation in such numbers and by their successful efforts to meet and influence continental and international tastes, the British manufacturers proved themselves well prepared to take advantage of the unique opportunity offered by this Interstoff fair.

The next event is due to take place in Frankfurt from November 23-26 when textiles for the autumn and winter seasons of 1966-67 will be shown.

British goods on show in Paris

ON May 18, Sir Patrick Reilly, HM Ambassador in France, opened a display of British goods organized by the British Chamber of Commerce, France, in collaboration with one of its members, Yorkstreet-Paris. The display was held at 38, rue des Jeûneurs, Paris. Twenty-six firms participated and the products displayed in the showrooms included clothing, furniture, stainless steel tableware, china, chocolate and many others. Representatives of importing and buying organizations and of the Press were invited to the opening ceremony, which was followed by a cocktail party.

Yorkstreet-Paris have offered to make these showrooms available at all times to British firms who are looking for a 'shop-window' for a few days or weeks in Paris. No rent will be charged but a small fee will be asked to cover insurance, cleaning and overhead expenses.

Firms who wish to invite buyers or to give a Press reception will find full facilities for so doing at a relatively low cost.

Inquiries from firms who would like to utilize part or the whole of these premises should be addressed to: The Secretary General, British Chamber of Commerce, France, 6, rue Halvévy, Paris (IX).

Sample room facilities in Canada

THE OFFICES of the British Canadian Trade Association in Montreal and Toronto have recently been extended to provide space which can be used by visiting British businessmen to show samples of their products to potential buyers. No charge will be made by the Association for the use of this space to show goods being introduced for the first time to the Canadian market.

Businessmen visiting Canada who wish to take advantage of these facilities, which comprise up to 1,000 square feet in each of the two cities, should get in touch (well before their departure from Britain) with the Secretary, Committee for Exports to Canada, c/o Federation of British Industries, 21 Tothill Street, London, S.W.1, or with the managers of the Association at the following addresses: Mr. R. Wooler, British Canadian Trade Association, 2100 Drummond Street, Montreal 25. Mr. J. Bonus, British Canadian Trade Association, 100 University Avenue, Toronto.

The Associations offices and the British Government offices will be glad to assist visiting businessmen in inviting local buyers, potential agents, etc. to visit the showrooms to see sample displays.

British shipyard's order at Oslo exhibition, *continued*

d.w. bulk carriers to be built by Joseph L. Thompson and incorporating 20,000 h.p. Doxford "J"-type engines. The giant tanker will have two Pametrada turbines.

A most valuable incidental to the exhibition was the attendance at it of a very large number – on a running count perhaps as many as 150 – senior executives from the British firms exhibiting. Representatives of the Export Credits Guarantee Department were available for a period in Oslo for consultation.

This was not the type of exhibition at which sales of major units from the stands were in the nature of things probable; ships are not bought that way. The announcement at the exhibition of a new British economy-class bulk carrier, in the design of which 13 yards collaborated together with the British Ship Research Association, created considerable interest and many requests for more information were handled on the Conference stand. Other exhibitors, including those showing components, electronic equipment and degreasants have also said they were satisfied. With Britain now strongly back in the important and traditional Norwegian market it can confidently be hoped that this really impressive display of British goods and salesmanship, and the contacts and good-will which have been renewed on a personal basis, will pay off in future business.

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date last published	Date next published
Europe	*June* 4	*Sept.* 3
United Kingdom ...	*May* 7	*Aug.* 6
Outside Europe ...	*April* 2	*July* 2

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

*The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.*1. (*Tel. Abbey* 7877, *Ext.* 3557, *Germany and Scandinavia*: 2783, *France, Italy, Benelux, Switzerland, Austria, Finland, Irish Republic, Greece, Turkey and Middle East*: 3558, *United Kingdom and Rest of the World*) *will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.*

**indicates event which is held annually at approximately the time stated.*
†*indicates event which is held alternate years at approximately the time stated.*

Additions to Classified Lists

The fairs and exhibitions given below are additions to the full lists published in the *Board of Trade Journal* on June 4, May 7 and April 2 respectively.

EUROPE

Additions

PARIS: INTERNATIONAL TOY EXHIBITION – February 6-12, 1966.
Apply, Salon International du Jouet, 93 Rue de Turenne, Paris 3.

NUREMBERG: INTERNATIONAL TOY FAIR – February 13-18, 1966.
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

FRANKFURT: INTERNATIONAL TEXTILE EXHIBITION (INTERSTOFF) – June 7-10, 1966.
* Apply, LEP Transport Limited, Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

BERLIN: FASHION WEEK – September 5-13, 1966.
* Apply, Industrie-und Handelskammer zu Berlin, Hardenbergstrasse 16-18, 1 Berlin 12.

DUSSELDORF: INTERNATIONAL FASHION AND SALES WEEK (IGEDO) – September 15-18, 1966.
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Langham 6740).

BERLIN: FASHION WEEK – October 10-21, 1966.
* Apply, Industrie-und Handelskammer zu Berlin, Hardenbergstrasse 16-18, 1 Berlin 12.

DUSSELDORF: INTERNATIONAL FASHION AND SALES WEEK (IGEDO) – October 23-26, 1966.
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Langham 6740).

DUSSELDORF: DRUPA 67 – INTERNATIONAL PAPER AND PRINTING EXHIBITION – May 26-June 8, 1967.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Langham 6740).

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Trade arrangement between FBI and East German Chamber for Foreign Trade

THE FEDERATION of British Industries announced on June 3, 1965, that following discussions with the East German Chamber for Foreign Trade, a further extension of the 1964 unofficial arrangement relating to trade between the United Kingdom and East Germany had been agreed. The effect of this decision is to repeat for the whole of 1965 the import and export quotas agreed for 1964. Some of the 1965 quotas will have been partly used during the first six months of 1965.

The respective authorities of the two parties have agreed to issue the necessary import licences.

Denmark and Portugal

THE *Diario do Governo*, First Series, No. 76, of April 8, 1965, publishes the text of an agreement signed on February 20, 1965, in Lisbon between the Government of Portugal and the Government of the Kingdom of Denmark on trade in agricultural goods within EFTA.

Provided they may be accepted as eligible for Area tariff treatment in accordance with Article 4 of the EFTA Convention, Denmark will reduce and eliminate the Customs duties, according to the timetable in Article 3 of the Convention, on imports of fresh pineapple and non-sparkling wine, and Portugal will reduce and eliminate the Customs duties, according to the timetable set out in Annex G to the Convention, on pork, butter, canned or powdered milk and certain types of unprocessed cheese.

As long as quantitative restrictions are applied in Denmark to imports of wine, import licences for annual amounts of 12 million kroners worth of wine of Portuguese origin, consigned from Portugal, shall be issued by the Danish authorities. While quantitative import restrictions are applied in Portugal to beef, pork and butter, import licences shall be granted for annual quantities of 1,000 tons of beef, 1,000 tons of pork and 250 tons of butter from Denmark.

This Agreement entered into force on February 20, 1965.

Inquiries about this Notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 and 462).

Poland and Turkey

IT WAS ANNOUNCED in the official *Turkish Gazette* dated April 29, 1965, that a protocol supplementing the Trade and Payments Agreement of July 18, 1948, was signed in Ankara on March 9, 1965, for the year commencing April 1, 1965.

Under this protocol the main quotas for Poland's exports to Turkey will be chemical and pharmaceutical products, photographic materials, plastics, paper and paper board, man-made fibres, glass and glassware, rolled mill products, hand and machine tools, diesel, gasoline and other internal combustion engines, machinery for industry and agriculture, electrical machinery and equipment, motor vehicle parts and accessories, motor cycles, optical and measuring instruments.

In return Turkey's main quotas for export to Poland will be citrus and dried fruits and nuts, tobacco, cotton, goat hair, veneer walnut and walnut logs, fish meal, fish oil, manganese and iron ore, concentrated zinc and boracite, seeds and tyres.

Detailed information on the quotas is available.

All inquiries relating to this notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449 or 450).

Hungary and Guinea

IT WAS recently announced that a new three year trade agreement for the period 1965-67 between Hungary and Guinea has been signed in Budapest.

Under the terms of the protocol to the agreement regulating the exchange of goods for 1965, Hungary's exports will include chemical and pharmaceutical products, textiles, spare parts for vehicles, and miscellaneous consumer goods.

In return Guinea will export to Hungary coffee, oil seed, tropical fruits, raw materials for the pharmaceutical industry, bauxite, and miscellaneous consumer goods, etc.

Detailed information on the quotas is not available. All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 3463), quoting reference CRE 948 G.

Norway and France

THE TRADE AGREEMENT between Norway and France dated April 20, 1960, has been extended for a further year from January 1, 1965.

Quotas for the exchange of goods are similar to previous years.

Inquiries concerning this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 458, 459 and 461).

Cyprus and Czechoslovakia

THE GOVERNMENT of Cyprus and the Government of Czechoslovakia have agreed to an exchange of goods, to the value of £1 million in each direction, during the period February 6, 1965, to February 5, 1966, under the 1962 Cyprus/Czechoslovak Trade Agreement.

British Commercial Representatives Overseas

THE FOLLOWING are amendments to the list of British Commercial Representatives Overseas published in the *Board of Trade Journal* of May 21, page I-VIII.

CANADA

VANCOUVER – The address of the Principal Trade Commissioner's office should be amended to read:
4th Floor, Bank of Nova Scotia Building, 602 W. Hastings Street, Vancouver 2, BC.

WINNIPEG – The telephone number of the Trade Commissioner's office has been changed to 942-3151 (4 lines).

FRANCE

MARSEILLES (CG) – Amend the address to read:
24, Avenue du Prado, Marseilles 6.
Amend the telephone number to read: 37-68-55 (3 lines).

SWEDEN

MALMO (C) – Amend the address to read:
Lilla Nygatan 11, MALMO C.
The telephone number remains unchanged.

UNITED STATES

NEW YORK (CG) – Delete the name of Mr. K. H. Huggins, CMG.
SEATTLE (CG) – Delete the name of Miss G. A. Robertson and insert Mr. F. Culver.

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Export Service Bulletin in which published.

AUSTRALIA

(108/65) Radar Equipment for Department of Civil Aviation. (Further Information.) Closing date postponed to June 29. E.S.B. 14170/65.*

(106/65) Recording Meters for Cairns Regional Electricity Board. (Further Information.) Tender documents now available. E.S.B. 19040/65.*

(110/65) Transformers for Electricity Commission of New South Wales. June 28. E.S.B. 20249/65.*

BURMA

(107/65) Rolling Stock for Union of Burma Railway Board. (Further Information.) Closing date postponed to July 20. E.S.B. 17579/65.

People's Stores Corporation:

(107/65) Generating Sets. July 2. E.S.B. 19651/65.*

(107/65) Power Shovel. July 5. E.S.B. 19696/65.*

(106/65) Pumps. June 28. E.S.B. 19647/65.*

(107/65) Sluice Valves. July 2. E.S.B. 19649/65.*

(107/65) Wire Netting. July 2. E.S.B. 19650/65.*

Electrical Stores Corporation:

(106/65) Electric Motor. June 30. E.S.B. 19645/65.*

(107/65) Cap Lamps. June 30. E.S.B. 19644/65.*

(107/65) Switchboards. June 30. E.S.B. 19643/65.*

(107/65) Wire and Sleeves. July 7. E.S.B. 19697/65.*

CEYLON

(109/65) Copper Ingots and Block Tin for Ministry of Communications. August 18. E.S.B. 20205/65.

(109/65) Cranes for Ministry of Industries and Fisheries. July 5. E.S.B. 20202/65.

(106/65) Egyptian Jars for Municipal Council, Colombo. June 23. E.S.B. 19635/65.*

(109/65) Treatment Station and Pumping Equipment for Department of Water Supply and Drainage. July 23. E.S.B. 20203/65.

Ministry of Health:

(109/65) Pharmaceuticals. August 24. E.S.B. 20216/65.*

(110/65) Water Supply Scheme. July 13. E.S.B. 20207/65.

COLOMBIA

Colombian Railways:

(107/65) Sound Equipment. (Further Information.) Tender documents now available. E.S.B. 18401/65.*

(107/65) Telephone Channels. (Further Information.) Tender documents now available. E.S.B. 18403/65.*

EGYPT

(107/65) Plant Construction for Industrial Milling Co. of Alexandria. Closing date postponed to July 31. E.S.B. 16411/65.*

(107/65) Steam Generating Plant for the General Organization for Industrialization. November 20. E.S.B. 19674/65.*

FORMOSA

Central Trust of China:

(107/65) Chemicals; Gasmasks and Canisters. June 28. E.S.B. 18417/65.*

(107/65) Steel Rail. June 24. E.S.B. 18418/65.*

(110/65) Boilers. July 3. E.S.B. 20257/65.*

(110/65) Measuring Instruments. July 6. E.S.B. 20258/65.*

(107/65) Heat Exchanger Parts. June 26. E.S.B. 18419/65.*

(107/65) Railway Coaches. July 3. E.S.B. 19679/65.*

(107/65) Rolling Stock Equipment. July 3. E.S.B. 19395/65.*

(107/65) Steel. June 26. E.S.B. 19396/65.*

(107/65) Steel Pipe. June 25. E.S.B. 18420/65.*

(107/65) Steel Belt. June 25. E.S.B. 18421/65.*

(110/65) Valves. July 15. E.S.B. 20254/65.*

(110/65) Pipes and Tubes. July 5. E.S.B. 20251/65.*

(110/65) Bolts and Nuts. July 6. E.S.B. 20262/65.*

FRANCE

Supreme Headquarters Allied Powers Europe:

(108/65) Paper Tape. June 28. E.S.B. 19953/65.*

(110/65) Prefabricated Buildings. July 12. E.S.B. 20238/65.*

(108/65) Oscilloscopes. July 12. E.S.B. 19954/65.*

INDIA

(108/65) Textile Machinery for Rehabilitation Industries Corporation Ltd. July 6. E.S.B. 19990/65.*

(108/65) Electrical Equipment for Maharashtra State Electricity Board. June 30. E.S.B. 19611/65.

(109/65) Generator for Indian Posts and Telegraphs Department. August 9. E.S.B. 19961/65.

(107/65) Pipes for Madras State Electricity Board. June 25. E.S.B. 19675/65.*

(109/65) Switchgear for Delhi Electric Supply Undertaking. August 12. Tender documents now available. E.S.B. 19966/65.

U.P. State Electricity Board:

(108/65) Generating Sets. (Further Information.) Closing date postponed to July 15. E.S.B. 14461/65.*

(109/65) Switchgear. September 20. Tender documents now available. E.S.B. 19959/65.

Hydel Designs, Chandigarh:

(107/65) Induction Heating Plant. July 12. E.S.B. 19653/65.

(109/65) Expansion Joints. July 26. E.S.B. 19967/65.

(109/65) Hydraulic Hoist. July 26. E.S.B. 19968/65.

Singareni Collieries Co.:

(108/65) Circuit Breakers. July 1. E.S.B. 19677/65.

(107/65) Transformer Panels. July 1. E.S.B. 19676/65.

Beas Purchase Organization:

(106/65) Arc Welding Sets. (Further Information.) Tender documents now available. E.S.B. 18484/65.*

(106/65) Battery Sets. (Further Information.) Tender documents now available. E.S.B. 18481/65.*

(106/65) Pneumatic Equipment. (Further Information.) Tender documents now available. E.S.B. 18474/65.*

(106/65) Air Compressor. (Further Information.) Specifications now available. E.S.B. 18482/65.*

Director-General of Supplies and Disposals:

(108/65) Electrodes and Flux. (Further Information.) Tender documents now available. E.S.B. 18794/65.*

(108/65) Metal Shearing Machine. July 19. E.S.B. 19957/65.*

(108/65) Machine Tool. July 9. E.S.B. 19958/65.*

(108/65) Machine Tool. July 13. E.S.B. 19971/65.*

(108/65) Testing Machine. July 8. E.S.B. 19969/65.*

IRAN

(108/65) Permanent Way Equipment for Iranian Steel Corporation. June 30. E.S.B. 19982/65.*

(108/65) Wire for Ministry of P.T.T. (Further Information.) Closing date postponed to July 24. E.S.B. 10601/65.*

Iran Factories Corporation:

(108/65) Fectory Equipment. June 30. E.S.B. 19988/65.*

(108/65) Lagging Materials. July 19. E.S.B. 19986/65.*

(108/65) Glass Equipment. July 26. E.S.B. 19987/65.*

Iranian State Railways:

(108/65) Iron. August 8. E.S.B. 19984/65.*

(108/65) Nuts and Bolts. August 7. E.S.B. 19989/65.*

(108/65) Metals. August 14. E.S.B. 19981/65.*

(108/65) Pipe Fittings. August 10. E.S.B. 19983/65.*

IRAQ

(110/65) Canal Works for Ministry of Agrarian Reform. August 15. E.S.B. 20215/65.

(109/65) Explosives for United Cement Co. (Nationalized). June 26. E.S.B. 20212/65.

(109/65) Fibres for Government Purchasing Board. Closing date not known. E.S.B. 20229/65.

(109/65) Tinplate for Government Oil Refineries Administration. (Further Information.) Tender documents now available. E.S.B. 19394/65.*

(110/65) Towels for Ministry of Finance. July 25. E.S.B. 19999/65.

Ministry of Health:

(108/65) Laundry Plants. (Further Information.) Tender documents now available. E.S.B. 15481/65.*

(109/65) Mattresses. July 24. E.S.B. 19998/65.*

Ministry of Municipal and Rural Affairs:

(110/65) Water Supply Scheme. September 7. E.S.B. 20213/65.

(110/65) Laboratory Equipment. June 28. E.S.B. 20214/65.

General Drugs and Chemical Imports and Distribution Co.:

(107/65) Vaccine. (Further Information.) Tender documents now available. E.S.B. 19034/65.*

(107/65) Pharmaceuticals and Chemicals. (Further Information.) Tender documents now available. E.S.B. 19035/65.*

(107/65) Plasma. (Further Information.) Tender documents now available. E.S.B. 19036/65.*

(107/65) Vaccine. (Further Information.) Tender documents now available. E.S.B. 19037/65.*

Iraqi Ports Administration:

(108/65) Distribution Boards. (Further Information.) Tender documents now available. E.S.B. 19314/65.*

(109/65) Copper Wire. (Further Information.) Tender documents now available. E.S.B. 19312/65.*

(109/65) Electrical Equipment. July 8. E.S.B. 20209/65.

(109/65) Fans. July 1. E.S.B. 20208/65.

(109/65) Pumps. (Further Information.) Tender documents now available. E.S.B. 19315/65.*

(109/65) Ropes. July 1. E.S.B. 20000/65.

(109/65) Air Compressor Plants. July 22. E.S.B. 20210/65.*

(109/65) Cables and Accessories. July 1. E.S.B. 20211/65.

(106/65) Sewing Machines and Fittings. June 24. E.S.B. 19316/65.*

Ministry of Defence:

(107/65) Boot-making Materials. July 13. E.S.B. 19388/65.

(107/65) Boot-making Materials. July 13. E.S.B. 19390/65.

No. 10 of a series

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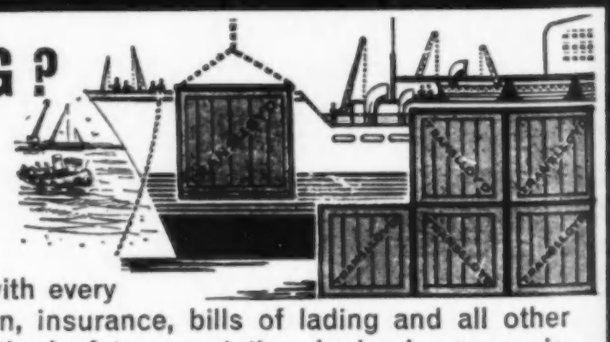

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(107/65) **Leather Board Plant.** July 13. E.S.B. 19392/65.
(108/65) **Chemicals.** July 17. E.S.B. 19946/65.*
(108/65) **Battery-making Materials.** July 17. E.S.B. 19949/65.*
(109/65) **Battery-making Machines and Equipment.** (Further Information.) Tender documents now available. E.S.B. 19321/65.*
(109/65) **First Aid Unit.** July 24. E.S.B. 19996/65.
(108/65) **Battery-making Materials.** July 17. E.S.B. 19943/65.*
(106/65) **Miscellaneous Materials.** July 6. E.S.B. 19333/65.*
(109/65) **Spare Parts (Unspecified).** (Further Information.) Tender documents now available. E.S.B. 19325/65.*
(106/65) **Iron Tips and Nails.** July 13. E.S.B. 19335/65.*
(106/65) **Boot-making Materials.** July 13. E.S.B. 19385/65.*
(110/65) **Water and Sewage System.** July 13. E.S.B. 19997/65.
(108/65) **Carbon Rods.** July 17. E.S.B. 19944/65.*
(108/65) **Battery-making Materials.** July 17. E.S.B. 19945/65.*
(108/65) **Zinc Materials.** July 17. E.S.B. 19948/65.*
(108/65) **Water Project Enlargement.** (Further Information.) Tender documents now available for inspection only at the Embassy of the Republic of Iraq. E.S.B. 19393/65.
(107/65) **Chemical Materials; Laboratory Equipment.** July 20. E.S.B. 19322/65.
(107/65) **Dry Battery Materials.** July 20. E.S.B. 19324/65.
(107/65) **Textiles.** July 13.. E.S.B. 19391/65.
(107/65) **Steel Joints; Acetone; Boards.** July 13. E.S.B. 19389/65.
(107/65) **Boot-making Materials.** July 13. E.S.B. 19386/65.
(107/65) **Boot-making Materials.** July 13. E.S.B. 19387/65.
(106/65) **Battery Materials.** July 17. E.S.B. 19317/65.*
(106/65) **Paper Materials.** July 17. E.S.B. 19318/65.*
(106/65) **Spare Parts (Unspecified).** July 20. E.S.B. 19325/65.
(106/65) **Machine Tools; Woodworking Machinery.** July 6. E.S.B. 19330/65.*
(106/65) **Water Project Enlargement.** August 3. E.S.B. 19393/65.
(106/65) **Boot-making Materials.** July 13. E.S.B. 19334/65.*
(106/65) **Battery Materials.** July 20. E.S.B. 19319/65.*
(106/65) **Dry Battery Materials.** July 20. E.S.B. 19320/65.*
(106/65) **Battery Making Machines and Equipment.** July 20. E.S.B. 19321/65.
(106/65) **Dry Battery Parts.** July 20. E.S.B. 19323/65.*
(106/65) **Maintenance Equipment.** July 6. E.S.B. 19331/65.*
(106/65) **Drills and Shanks.** July 6. E.S.B. 19332/65.*

IRISH REPUBLIC

(106/65) **Pumping Plant** for Meath County Council. June 23. E.S.B. 19612/65.
(107/65) **X-ray Equipment** for Cork Health Authority. Closing date not known. E.S.B. 19931/65.

JORDAN

(109/65) **National Electrification Scheme** for Ministry of National Economy. June 30. E.S.B. 19200/65.

KOREA

Office of Supply:
(109/65) **C.I. Rolls.** July 2. E.S.B. 19991/65.*
(109/65) **Air-conditioning Unit; Cooling Tower; Pump.** June 23. E.S.B. 19995/65.*
(109/65) **Hoses.** June 25. E.S.B. 19992/65.*
(109/65) **Measuring and Testing Equipment.** June 30. E.S.B. 19994/65.*

KUWAIT

(109/65) **Jute Bags** for Ministry of Electricity and Water. June 23. E.S.B. 20217/65.*

LEBANON

(106/65) **Call-boxes; Telephone Cabins** for L'Administration des Adjudications Publiques. June 29. Specifications in French available. E.S.B. 19399/65.*

LIBYA

(106/65) **Electrical Materials** for Electricity Corporation of Tripolitania. June 27. E.S.B. 19374/65.

MALAYSIA

(108/65) **Battery Charging Sets** for Telecommunications Headquarters. July 7. E.S.B. 19980/65.
(107/65) **Fire Alarm Equipment** for Singapore Fire Brigade. June 30. E.S.B. 19641/65.*
(110/65) **Telephone Equipment** for Central Electricity Board. July 1. E.S.B. 20234/65.

MOROCCO

(107/65) **Transmitters** for Ministere des Travaux Publics. June 26. Tender documents (in French) available. E.S.B. 19938/65.*

NETHERLANDS

Directorate of Waterways:
(108/65) **Civil Engineering.** June 30. E.S.B. 19699/65.
(108/65) **Roadworks.** June 25. E.S.B. 19700/65.
(108/65) **Civil Engineering.** July 7. E.S.B. 19901/65.
(108/65) **Viaduct Construction.** June 29. E.S.B. 19902/65.
(108/65) **Civil Engineering Works.** July 6. E.S.B. 19904/65.
(108/65) **Viaduct Construction.** July 6. E.S.B. 19905/65.
(108/65) **Roadworks.** June 25. E.S.B. 19906/65.

NIGERIA

(110/65) **Radio Communication Equipment** for Electricity Corporation of Nigeria. June 23. E.S.B. 19629/65.

PORTUGAL

(108/65) **Electronic Equipment** for Portuguese Air Force. June 29. E.S.B. 19947/65.

SAUDI ARABIA

(109/65) **Road Construction** for Ministry of Communication. (Further Information.) Closing date postponed to July 18. E.S.B. 21604/65.

SOUTH AFRICA

(108/65) **Surgical Instruments** for Natal Provincial Administration. June 30. E.S.B. 19976/65.*
Cape Provincial Tender Board:
(109/65) **Cutlery; Scissors.** July 2. E.S.B. 19975/65.*
(106/65) **Kitchenware.** June 25. E.S.B. 19367/65.*
(108/65) **Sterilizers.** July 2. E.S.B. 19965/65.*

SPAIN

Ministerio de la Gobenacion:
(110/65) **Cables.** (Further Information.) Tenders will be adjudicated on July 6. E.S.B. 17041/65.
(110/65) **Generating Set.** (Further Information.) Tenders will be adjudicated on July 20. E.S.B. 17043/65.
(108/65) **Radiotelephone Station.** (Further Information.) July 13. E.S.B. 17044/65.
Spanish Railways (RENFE):
(108/65) **Flatcars.** July 14. E.S.B. 19927/65.
(108/65) **Track Equipment.** June 24. E.S.B. 19923/65.
(108/65) **Track Equipment.** June 26. E.S.B. 19925/65.
(108/65) **Wooden Sleepers.** June 25. E.S.B. 19924/65.

SUDAN

(108/65) **Metal Ingot** for Sudan Railways. July 1. E.S.B. 19916/65.*

THAILAND

(110/65) **Switchgear** for Metropolitan Electricity Authority. June 30. E.S.B. 20223/65.*
(109/65) **Trucks, Cranes, etc.,** for Royal Irrigation Department (Samsen). July 8. E.S.B. 20221/65.*
(109/65) **Telecommunication Equipment** for Telephone Organization. July 9. E.S.B. 20218/65.
Highways Department:
(109/65) **Traffic Counter.** June 30. E.S.B. 20219/65.
(109/65) **Air-conditioning Units.** June 30. E.S.B. 20220/65.

TRINIDAD

(110/65) **Conductors** for Trinidad and Tobago Electricity Commission. July 29. E.S.B. 20247/65.*

TUNISIA

(108/65) **Autopress** for G. Gandolfo and Fils. Closing date not known. E.S.B. 19910/65/DLF.
(108/65) **Equipment to Manufacture Metal Grating** for Société Industrielle de Grillage. Closing date not known. E.S.B. 19911/65/DLF.
(108/65) **Machine Tools** for Société 'Le Metal'. Closing date not known. E.S.B. 19913/65/DLF.
(108/65) **Pipe-making Equipment** for Monsieur Bouchnak Chedly. Closing date not known. E.S.B. 19914/65/DLF.
(108/65) **Miscellaneous Machinery** for Société Commerciale 'La Distribution'. Closing date not known. E.S.B. 19909/65/DLF.
(108/65) **Printing Machines** for Imprimerie 'Dar-el-Founoun'. Closing date not known. E.S.B. 19912/65/DLF.
(108/65) **Textile Machinery** for Société Commerciale des Industries Lainieres. Closing date not known. E.S.B. 19915/65/DLF.

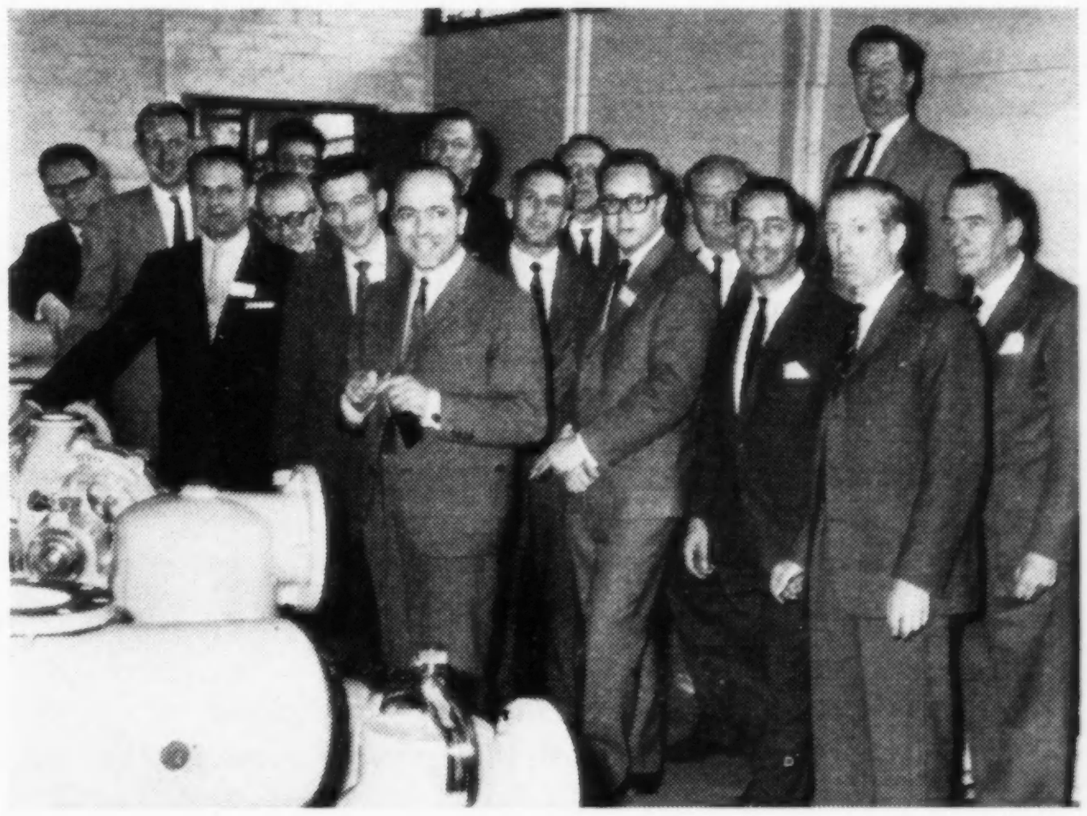
UNITED STATES OF AMERICA

(107/65) **Transformer** for Bureau of Reclamation. June 24. E.S.B. 19941/65.*

URUGUAY

(106/65) **Sisal Rope** for Ministry of Livestock and Agriculture. June 29. E.S.B. 19400/65.
UTE (State Electricity Board):
(106/65) **Transformers and Parts.** July 15. E.S.B. 19622/65.
(106/65) **Generating Sets.** July 20. E.S.B. 19623/65.
ANCAP (State Oil Refinery):
(106/65) **Sodium Nitrate.** June 29. E.S.B. 19619/65.
(106/65) **Insulating Material.** June 27. E.S.B. 19631/65.
(106/65) **Liquid Chlorine.** June 30. E.S.B. 19630/65.

A reindeer with its owner rests during the delivery of Atlas lamps and fluorescent tubes in the vicinity of Nikkaluokta, 36 miles west of Kiruna in Northern Sweden. In this region, which is above the Arctic Circle, and was only recently electrified, there are no railways, roads or airfields. The deliveries are being made for Bröderna Engströms Elektriska Aktiebolag, the Atlas Lighting distributor in these regions. Atlas Lighting products, which sell in over 100 countries throughout the world, are marketed in Sweden by the subsidiary company of Thorn Electrical Industries Ltd., Svenska Thorn AB Stockholm.



Some of the overseas representatives photographed during a three-day international sales conference held by the British LaBour Pump Co. Ltd. in London during May. The conference marked the start of a renewed export effort by the company. Already British LaBour export nearly 50 per cent of total production, and overseas inquiries this year are 40 per cent up for the same period last year.

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 427). Please quote reference number, country and commodity in all inquiries.

The number in brackets indicates the Bulletin in which published.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Abu Dhabi
(109/65) Inquiry for bottles and crates. E.S.B. 17935/65.

Australia
(109/65) Agency inquiry for shirts; jewellers' requisites; jewellery. E.S.B. 19817/65.
(107/65) Inquiry for lenses. E.S.B. 14232/65.
(107/65) Inquiry for automotive components and equipment. E.S.B. 8759/65.
(107/65) Inquiry for furnaces; hardware, heat treatment equipment; materials handling equipment; ovens; paint finishing equipment. E.S.B. 19406/65.
(108/65) Inquiry for theatre equipment. E.S.B. 18545/65.

Bahamas
(109/65) Inquiry for brooches; plaques; souvenirs. E.S.B. 19832/65.

Benelux/Hungary
(108/65) Trade Agreement. C.R.E. 7406/G.

Brazil
(108/65) Inquiry in respect of construction of port storage silos. E.S.B. 19513/65.

Canada
(108/65) Inquiry for nets; ropes; twines. E.S.B. 19578/65.
(108/65) Inquiry for bone china dinnerware. E.S.B. 31681/64.
(109/65) Inquiry for heating equipment; valves. E.S.B. 19520/65.
(108/65) Inquiry for bottling plant. E.S.B. 19724/65.
(107/65) Inquiry for saddles; bridles and harnesses. E.S.B. 19531/65.
(106/65) Inquiry for clothing, grooming and carrier equipment for use in kennels. E.S.B. 19272/65.
(109/65) Collaboration – advanced teaching aids. E.S.B. 15772/65.
(107/65) Sample room facilities in Canada for visiting British businessmen. E.S.B. 16801/65.

Colombia
(108/65) Inquiry for can making plant; fishing boats; refrigeration plant. E.S.B. 19727/65.

Congo Republic
(109/65) Trading opportunities. E.S.B. 19818/65.

Costa Rica
(106/65) Inquiry for hydraulic rams. E.S.B. 18662/65.
(109/65) Inquiry in respect of hydro-electric plants. E.S.B. 19706/65.

Cyprus
(108/65) Agency inquiry for margarine. E.S.B. 19528/65.
(109/65) Agency inquiry for margarine. E.S.B. 19527/65.

Ethiopia
106/65) Inquiry for interior furnishings. E.S.B. 19109/65.
(110/65) Conditions for Foreign Businesses in Ethiopia. E.S.B. 1016 G.

Finland
(107/65) Inquiry for incinerator. E.S.B. 19482/65.

France
(107/65) Agency inquiry for paramedical and medical products. E.S.B. 17717/65.
(107/65) Agency inquiry for electronic components. E.S.B. 11900/65.
(109/65) Agency inquiry for scarves. E.S.B. 19886/65.
(109/65) Inquiry for steam turbines. E.S.B. 14721/65.
(107/65) Inquiry for dehydrated grass forage equipment. E.S.B. 19242/65.

Germany, Federal Republic of
(108/65) Agency inquiry for handbags. E.S.B. 19489/65.
(107/65) Agency inquiry for conveyor belts. E.S.B. 19414/65.
(107/65) Agency inquiry for men's outerwear. E.S.B. 19205/65.
(107/65) Inquiry for hose. E.S.B. 19238/65.
(107/65) Inquiry for steel. E.S.B. 19152/65.
(107/65) Inquiry for furniture. E.S.B. 19273/65.
(107/65) Inquiry for rubber boots, mats and profiles – further information. E.S.B. 17630/65.
(107/65) Inquiry for safes. E.S.B. 19580/65.
(108/65) Inquiry for baby goods. E.S.B. 19594/65.
(107/65) Competition – Terminal Building Design. E.S.B. 19210/65.

Hong Kong
109/65) Agency inquiry for footwear. E.S.B. 11878/65.
(109/65) Inquiry for batching plant. E.S.B. 18523/65.

Italy
(107/65) Agency inquiry for wallpaper. E.S.B. 19411/65.
(107/65) Inquiry for alloys. E.S.B. 12550/65.

Japan
(107/65) Inquiry for jewellery. E.S.B. 19504/65.
(107/65) Inquiry for textiles. E.S.B. 13481/65.
(106/65) Collaboration – leavers lace. E.S.B. 18607/65.

Kenya
(107/65) Agency inquiry for knitwear; sundry fashion goods; textile piece goods – further information. E.S.B. 17203/64.

Kuwait
(107/65) Inquiry for frozen meat. E.S.B. 10577/65.

Malaysia
(109/65) Inquiry for construction materials. E.S.B. 19570/65.

Morocco/Sweden
(106/65) Trade Agreement. C.R.E. 8086/G.

Nicaragua
(107/65) Inquiry for enamelware; glassware; lace; piece goods. E.S.B. 19263/65.
(107/65) Inquiry for industrial safety equipment. E.S.B. 18867/65.
(107/65) Inquiry for agricultural equipment and implements; insecticides. E.S.B. 19538/65.

Nigeria
(107/65) Inquiry for air conditioners; bus bodies; fans; furniture; refrigerators. E.S.B. 19125/65.

Pakistan
(107/65) Inquiry for chemicals; glassware; machinery; scientific equipment; technical stores. E.S.B. 19156/65.

South Africa
(107/65) Agency inquiry for winter fabrics. E.S.B. 19189/65.

Switzerland
(107/65) Inquiry for cotton linters; cotton waste. E.S.B. 19551/65.

Tunisia/The Congo Republic (Leopoldville)
(109/65) Trade Agreement. C.R.E. 10667/G.

Uganda
(107/65) Inquiry for industrial equipment. E.S.B. 19413/65.
(108/65) Inquiry for ready made garments. E.S.B. 19128/65.
(110/65) Inquiry for cosmetics; pharmaceuticals; packaging, filling and labelling machines. E.S.B. 19862/65.

United States of America
(107/65) Agency inquiry for material handling equipment; packaging machinery. E.S.B. 19463/65.
(108/65) Agency inquiry for tyres; wheels. E.S.B. 4987/65.
(110/65) Inquiry for chinaware. E.S.B. 19568/65.
(108/65) Inquiry for cotton spinning machinery and equipment. E.S.B. 19709/65.
(107/65) Inquiry for chocolates and confectionery. E.S.B. 19717/65.
(107/65) Inquiry for fastening devices. E.S.B. 19617/65.
(109/65) Visits of buyers. E.S.B. 6377/65.
(108/65) Trade exhibitions in Chicago. E.S.B. 19494/65.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. City 5757, Ext. 368 or Telex No. 25977).

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1964, but any later changes known to have come into operation are shown. **21s.** (by post 21s. 11d.)

Government publications can be purchased over the counter or by post from the Government Bookshops in London, Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller

HMSO

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

▶ *The Lists of Tariff, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

JAMAICA

Industrial Incentives Law, 1956

THE Jamaican Industrial Incentives Law has been amended to permit the provisions of the Law to be applied to industries listed in a new Fourth Schedule. These industries, although not manufacturing goods, are engaged in forms of production which, in the opinion of the Jamaican Government, merit encouragement by special incentives during the early years of their establishment.

Fourth Schedule:

Tropical aquarium fishes

Oysters

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273).

BARBADOS

Customs Tariff changes

THE BOARD OF TRADE have received copies of Orders which provide for the amendment of the Barbados Customs Tariff as follows:

1. **First Schedule – Import Duties**

by the *deletion* of items 653-02, 653-03·1, 653-05, 841-02·3, 841-02·9, 841-04·3, 841-04·9 and 841-05 and the substitution of the following:

ITEM		Unit		Rate of Duty	
		For Classification	For Duty	Preference	General
653 – 02·1	Woollen and worsted fabrics including fabrics of fine hair for use in the manufacture of men's and boy's suits, trousers and jackets	sq. yd. & lb.	val.	5%	15%
653 – 02·9	All other woollen and worsted fabrics (including fabrics of fine hair)	sq. yd. & lb.	val.	10%	20%
653 – 03·1·1	Linen fabrics for use in the manufacture of men's and boys' suits, trousers and jackets	sq. yd. & lb.	val.	5%	15%
653 – 0·3·1·2	All other linen fabrics	sq. yd. & lb.	val.	10%	20%
653 – 05·1	Fabrics of synthetic fibres and spun glass for use in the manufacture of men's and boy's suits, trousers and jackets	sq. yd. & lb.	val.	5%	15%
653 – 05·9	All other fabrics of synthetic fibres and spun glass	sq. yd. & lb.	val.	10%	20%
841 – 02·3	Vests and pants, knit or made of knitted fabrics	No.	val.	15% plus surcharge of $2·00 per doz.	25% plus surcharge of $2·00 per doz.
841 – 02·9	All other underwear and all nightwear, knit or made of knitted fabrics	No.	val.	15%	25%
841 – 04·3	Vests and pants, other than knitted	No.	val.	15% plus surcharge of $2·00 per doz.	25% plus surcharge of $2·00 per doz.
841 – 04·9	All other underwear and all nightwear other than knitted	No.	val.	15% plus surcharge of $2·00 per doz.	25% plus surcharge of $2·00 per doz.
841 – 05	Outerwear other than knitted	No.	val.	25%	35%

2. **Second Schedule – Table of Exemptions from Import Duty**

by the inserion of the following new paragraphs:

'Raw materials and other articles (e.g. tulle, lace, ribbons, trimmings, embroideries, net and netting of all fibres and metal fasteners) other than such articles as the Cabinet may for the purposes of this paragraph declare by notice published in the *Official Gazette* to be obtainable in the Island, which are proved to the satisfaction of the Comptroller of Customs to have been imported by or on behalf of a person or company in this Island, engaged in the manufacture of ladies' and children's underwear and sleepwear employing not less than twenty persons on a whole time basis on the certificate of such person or in the case of a Company, on the certificate of the Secretary of such Company that such articles are imported for use exclusively in the manufacture of ladies' and children's underwear and sleepwear within such factory, subject to such conditions as to the keeping or rendering of accounts in respect of the use or disposal of such articles as the Comptroller of Customs may require.'

'Accessories, labels and packaging materials imported for use in the manufacture and packaging of locally manufactured ready-to-wear garments other than such items as the Cabinet may for the purposes of this paragraph declare by notice published in the *Official Gazette* to be obtainable in the Island, which are proved to the satisfaction of the Comptroller of Customs to have been imported by or on behalf of a person or Company in this Island engaged in the manufacture of ready-to-wear garments employing not less than twenty persons on a whole-time basis, on the certificate of such person or in the case of a Company, on the certificate of the Secretary of such Company that the items are imported for use exclusively in the manufacture of ready-to-wear garments within such factory, subject to such conditions as to the keeping or rendering of accounts in respect of the use or disposal of such materials as the Comptroller of Customs may require.'

Inquiries about the above Notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel.: City 5757, Ext. 471).

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla BLC, Lima.

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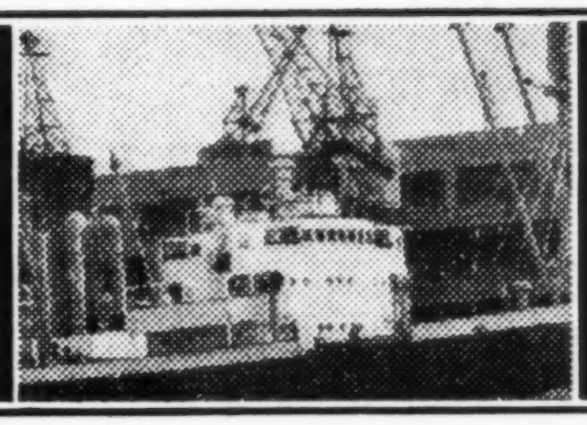

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ASSETS EXCEED $4,000,000,000

UNITED STATES

Labelling and advertisement of food products in New York State

IN THE *Board of Trade Journal* for January 8, 1965, it was announced that the Department of Agriculture and Markets for New York State had imposed a new requirement on the labelling and advertisement of food and food products sold in the State of New York, forbidding the use of the term '100 per cent pure'.

The Board understands that this requirement has been introduced under Section 201 of Article 17 of the New York State Agriculture and Markets Law.

Any inquiries about this notice should be addressed to Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397).

CANADA

'Made in Canada' rulings

As general information it is advised that the goods described below have been held to be of a class or kind made in Canada for some time:

(1) Surgical adhesive tape.
(2) Bandages of any material.
(3) Dressings of any material but not including absorbable hemostats and non-adhering dressings.
(4) Adhesive plasters of any material.
(5) Plaster of Paris bandages and slabs (splints).

Note: Attention is drawn to Memorandum D51-26, in so far as it concerns elastic adhesive bandages, elastic adhesive plasters and extension plasters.

The above information is contained in Canadian Department of National Revenue Memorandum D50-63, dated May 18, 1965.

SPAIN

Further liberalization of trade

THE SPANISH AUTHORITIES have published a tenth list of liberalized goods which is published below.

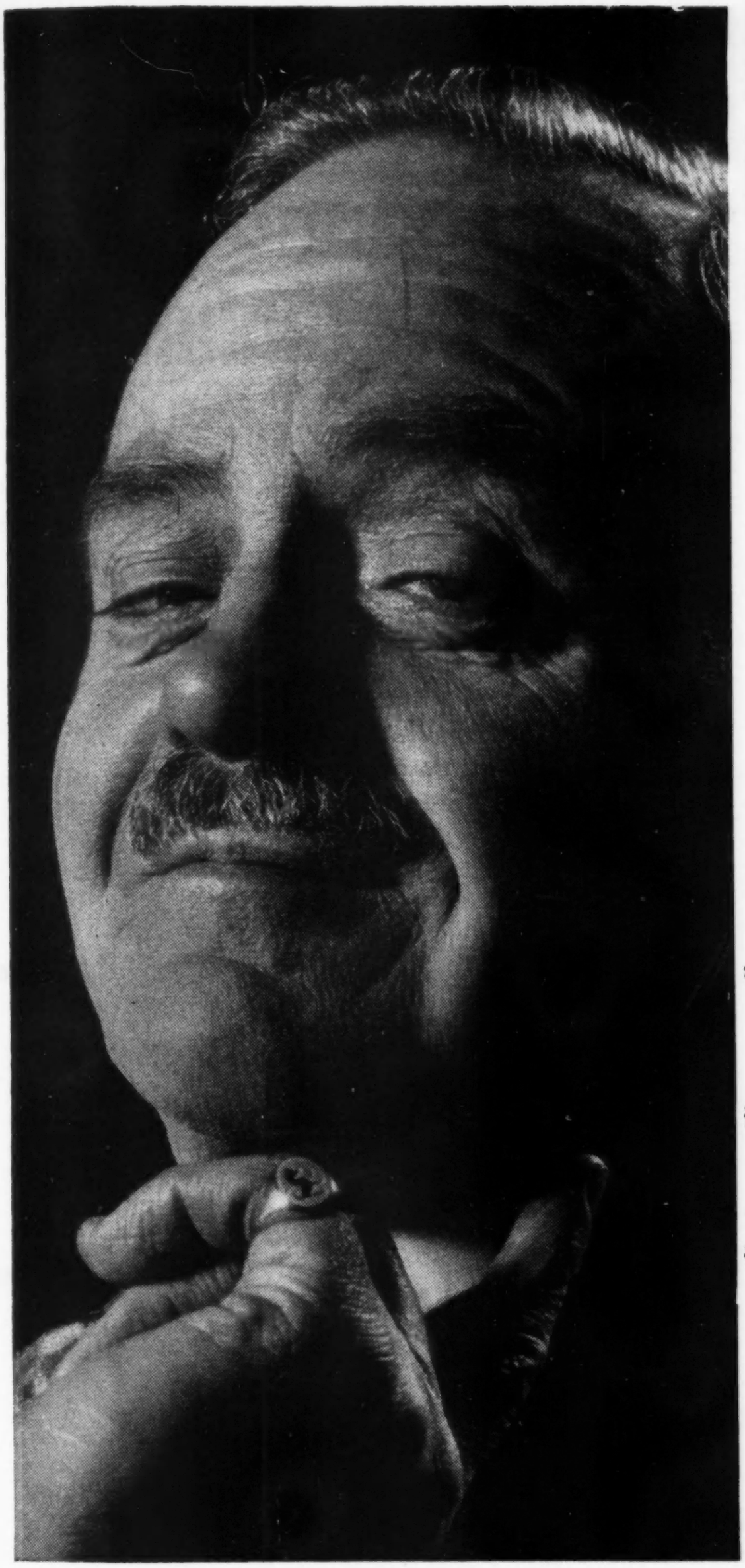
Liberalized goods may be freely imported without licence provided that they originate in, and proceed from, the countries listed in the Annex below. Imports are to be made under a 'Declaration of Importation of Liberalized Goods', which the importer must make on official forms.

The liberalization of goods in this list comes into effect from the dates indicated against each item.

Tenth Liberalization list

Tariff Heading	Description	Effective Date
11.08 B	Inulin	Immediately
Ex 27.10	Hexane and heptane	November 1, 1965
27.13 A	Paraffin wax and micro-crystalline wax; slack wax, whether or not coloured	November 1, 1965
27.14	Petroleum bitumen, petroleum coke and other petroleum and shale oil residues	November 1, 1965
27.15	Bitumen and asphalt, natural; bituminous shale, asphaltic rock and tar sands	November 1, 1965
27.16	Bituminous mixtures based on natural asphalt, on natural bitumen, on petroleum bitumen, on mineral tar or on mineral tar pitch	November 1, 1965
29.11 A 2	Ethanal (acetaldehyde)	Immediately
32.03 A	Synthetic tanning substances	Immediately
34.01 A	Ordinary household soap	Immediately
35.06 A	Prepared glues, not elsewhere specified	Immediately
35.06 B	Products suitable for use as glues put up for retail sale as glues in packages not exceeding a net weight of 1 kg.	Immediately
36.08 A	Solid or semi-solid fuels	Immediately
38.01 A	Colloidal graphite	Immediately
38.07	Terpenic solvents (other than spirits of turpentine) produced by the distillation or other treatment of coniferous woods; crude dipentene; sulphite turpentine; pine oil	Immediately
38.08	Resin acids and derivatives thereof; rosin spirits and rosin oils	Immediately
38.09	Wood tar; wood tar oils; wood creosote; wood naphtha; acetone oil	Immediately
39.01 D	Polyurethanes	January 1, 1966
39.01 E	Polyamides	Immediately
39.01 F	Condensation, polycondensation and polyaddition products, n.e.s., except unsaturated polyesters other than allyl polyesters	Immediately
39.02 B	Polyhaloethylenes	Immediately
39.02 F	Polyvinyl acetate	Immediately
39.02 H	Polyvinyl acetate derivatives	November 1, 1965

(*Continued on page* 1331)



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BRISTOL: *22102*
CARDIFF: *26657*
EDINBURGH: *CALedonian 3004*
GLASGOW: *CENtral 3056*
LEEDS: *30082*
LIVERPOOL: *CENtral 5756*
MANCHESTER: *CENtral 8861*
NEWCASTLE-UPON-TYNE: *29838*
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EFTA INFORMATION CENTRE

The Board of Trade maintains an EFTA Information Centre to disseminate information about European Free Trade Association activities and to deal with general inquiries and advise on sources of more detailed information. Inquirers interested in any aspect of EFTA who do not know where to begin seeking information are invited to contact the EFTA Information Centre, Board of Trade, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1. (Tel. Abbey 7877, Ext. 2479/2480).

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Tariff Heading	Description	Effective Date
39.02 I	Polyacrilates, polymethacrilates and their derivatives	Immediately
39.04	Hardened proteins	Immediately
44.23	Builders' carpentry and joinery	Immediately
50.01	Silk-worn cocoons	Immediately
57.07 B	Yarn of manila hemp, pita, maguey, Haiti hemp and New Zealand hemp or flax	Immediately
57.07 D	Yarn of other fibres, n.e.s.	Immediately
Ex 57.11	Woven fabrics of other liberalized vegetable textile fibres	Immediately
58.04 F	Woven pile fabrics and chenille fabrics of other textile fibres	Immediately
Ex 58.07	Chenille and gimped yarn of liberalized fibres	Immediately
Ex 59.05 C	Nets and netting made of liberalized fibres	Immediately
Ex 59.13	Elastic fabrics and trimmings (other than knitted or crocheted goods) of liberalized fibres	Immediately
Ex 59.14	Wicks (woven, plaited or knitted) of liberalized fibres	Immediately
Ex 59.15	Hosepiping and similar tubing of liberalized fibres	Immediately
60.01 E	Knitted or crocheted fabric, not elastic nor rubberized, of other textile materials	Immediately
Ex 60.03 C	Under stockings and articles n.e.s. of liberalized fibres	Immediately
60.04 E	Under garments, knitted or crocheted, not elastic nor rubberized, of other textile materials	Immediately
60.05 E	Outer garments and other articles, knitted or crocheted, not elastic nor rubberized, of other textile materials	Immediately
Ex 61.01 D	Men's and boys' outer garments of other liberalized fibres	Immediately
Ex 61.02 D	Women's, girls' and infants' outer garments of other liberalized fibres	Immediately
Ex 61.04 D	Women's, girls' and infants' under garments of other liberalized fibres	Immediately
Ex 61.10 C	Gloves, stockings and socks, not knitted nor crocheted, of other liberalized fibres	Immediately
Ex 61.11	Made-up accessories for articles of apparel of liberalized fibres	Immediately
62.01 A	Electrically-heated blankets	Immediately
62.01 B 2	Blankets of other textile fibres	Immediately
Ex 62.02	Bed linen, curtains, etc., of liberalized fibres	Immediately
Ex 62.04	Awnings, sails and camping goods of liberalized fibres	Immediately
69.11 A	Tableware and other articles of a kind commonly used for domestic or toilet purposes, of porcelain or china, plain	Immediately
69.12 A	Tableware and other articles of a kind commonly used for domestic or toilet purposes, of other kinds pottery, plain	Immediately
70.13 A	Glassware for domestic use, of glass with a low coefficient of expansion	Immediately
70.13 B 2	Toughened glassware for domestic use	Immediately
73.21 B	Metal structures, other	Immediately
73.22	Reservoirs, tanks, vats and similar containers, of iron or steel, of a capacity exceeding 300 litres	Immediately
73.24	Compressed gas cylinders and similar pressure containers, of iron or steel	Immediately
73.25	Stranded wire, cables, cordage, ropes, plaited bands, slings and the like, of iron or steel wire but excluding insulated electric cables	Immediately
73.26	Barbed iron or steel wire; twisted hoop or single flat wire, barbed or not, and loosely twisted double wire, of kinds used for fencing, of iron or steel	Immediately
73.27	Gauze, cloth, grill, netting, fencing, reinforcing fabric and similar materials, of iron or steel wire	Immediately
73.28	Expanded metal, of iron or steel	Immediately
73.29 B	Chain and parts thereof, of iron or steel, other	Immediately
73.30	Anchors and grapnels and parts thereof, of iron or steel	Immediately
73.33	Needles for hand sewing, etc., of iron or steel	Immediately
73.34	Pins, hairpins, etc.	Immediately
73.37	Central heating apparatus, radiators, etc.	Immediately
73.39	Iron or steel wool	Immediately
73.40 B	Duplex or twin wire for healds	Immediately
74.17	Cooking and heating apparatus of a kind used for domestic purposes, not electrically operated, and parts thereof, of copper	Immediately
74.19 A	Accessories, of copper, for electric wiring	Immediately
74.19 B	Reservoirs, tanks, vats, and similar containers, of copper, of a capacity of 300 litres or less	Immediately
74.19 C	Pins (other than ornamental), needles, safety pins and the like, of copper	Immediately
76.16 A	Reservoirs, tanks, vats and similar containers, of aluminium, of a capacity of 300 litres or less	Immediately
82.01	Hand tools	Immediately
82.07	Tool-tips and plates, sticks and the like for tool-tips, unmounted, of sintered metal carbides	Immediately

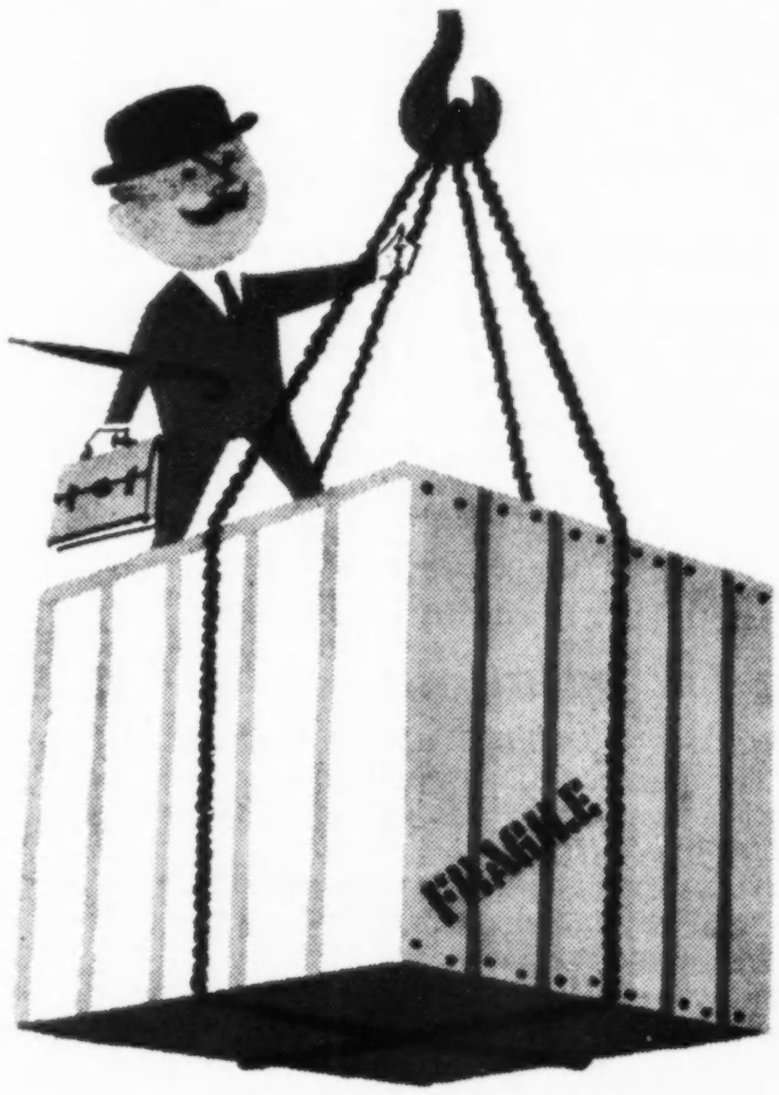
Annex

Countries to which the system of liberalization applies:

(a) Member countries of the OECD and their overseas territories.

(b) Other countries:

Argentina, Australia, Brazil, Burma, Cameroon, Central African Republic, Ceylon, Chad, Congo (Brazzaville), Cyprus, Dahomey, Dominican Republic, Ecuador, El Salvador, Gabon, Ghana, Guatemala, Haiti, Honduras, India, Indonesia, Iraq, Israel, Ivory Coast, Jamaica, Jordan, Kenya, Kuwait, Liberia, Libya, Malagasy Republic, Malawi, Malaysia, Malta, New Zealand, Nicaragua, Niger, Nigeria, Pakistan, Panama, Peru, Rhodesia, Senegal, Sierra Leone, South Africa, South Vietnam, Tanzania, Thailand, Togo, Trinidad and Tobago, Tunisia, Uganda, Upper Volta, Venezuela, Zambia



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REPUBLIC OF SOUTH AFRICA

Import control

DETAILS WERE GIVEN in the *Board of Trade Journal* of November 27, 1964 (page 1202), and January 15 (pages 130-133) of the South African import control regulations for 1965 and the issue of initial import quotas.

Copies have now been received from Pretoria of Government Notices 726 and R774, published in the South African *Gonernment a Gzettes* of May 21 and May 28, giving details of additional issues of import permits and amendments to the import control regulations. The details are as follows:

No. 726:

Consumer goods. Second round allocation for Group B goods will be 25 per cent of an importer's assessment basis, bringing total allocation up to 55 per cent of the assessment basis. Second round allocation for former Group A goods will be made to bring total up to 90 per cent of the level of 1964 imports of these goods.

Capital equipment. Importers will be granted full reasonable requirements, provided such capital plant and equipment are not manufactured or cannot be manufactured in South Africa.

Raw materials. Manufacturers who are direct importers will be granted permits to bring stocks up to level of six months' current consumption. Merchant importers of raw materials, with the exception of textile piece-goods, will be granted additional facilities to bring allocations up to 80 per cent of their 1964 permits. Merchant importers of textile piece-goods will receive, on application, an amount which will bring issues up to 75 per cent of their assessment basis. The import permits issued, however, will not be valid for the import of poplin.

R. 774.

The restricted list in the import control regulations is amended by the following:

The addition of:

Description of goods	B.T.N.
Poplin	50.09 55.09 56.07
The deletion of:	
Shawls, n.e.e.	61.06
Face cloths	62.02
The deletion of 'Pipes, piping and tubes' and 'Pipe fittings' and the relevant B.T.N. numbers and the substitution of:	
Pipes, piping and tubes	73.17 Ex 73.18 Ex 75.04 Ex 78.05 Ex 79.04 Ex 80.05 Ex 83.08
Pipe fittings, viz:	Ex 73.20
(i) black malleable cast iron	—
(ii) galvanized malleable cast iron	—
(iii) cocks, taps and valves, viz. hose and toilet bibcocks, plain; pillar and stop cocks; bath, handbasin, shower and sink watermixers; shower units; tank locking cocks; ball valves; gate or sluice valves for use with pipes of an internal diameter not exceeding 8 inches.	84.61

Note

For the purpose of this notice poplin means a fabric woven from yarn of a cotton count of 30's or finer, in the warp or the weft, in single form, whether plied or not, and with the total number of threads being not less than 140 per square inch, of which not less than 84 threads shall be in the warp, but excluding:

(i) printed fabrics;
(ii) fabrics in a drill, twill or sateen weave;
(iii) materials on which the duty is fully or partially rebated in respect of those industries specified in the Third Schedule of the Customs and Excise Act No. 91 of 1964;
(iv) fabrics containing more than 20 per cent by weight of wool or hair;
(v) fabrics with a weight of 5 oz. or more per square yard;
(vi) fabrics woven from continuous fibre; and
(vii) embroidered fabrics, that is, fabrics embroidered over the full width and length of the cloth.

This notice, in so far as it relates to poplin, shall not apply to goods shipped on or before April 27, 1965.

PORTUGUESE EAST AFRICA (MOZAMBIQUE)

Liquidation of Indian assets

HM CONSULATE-GENERAL in Lourenço Marques have reported that the impending liquidation of the following Indian businesses has been announced. Claims against their assets must be submitted by June 18.

District of Gaza.
Pitambar Jevraje, Dharamsy Mulgi, Jethalal Devji, Savitri Madhavjee, Rajnikant Jethalal, Pramodrai Jethalal, Jejendra Jethalal, Ussen Bay Mussá Semá.

District of Tete.
Kanji Dadomar.

District of Nampula.
Dayal Ranchordas.

District of Moçambique.
Sharifa Amirudin Parkar.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2340).

ZAMBIA

Suspension of duty

THE ZAMBIAN CUSTOMS AND EXCISE (Suspension) (Ceramic Transfers) Regulations, 1965, amend the customs duties applicable to ceramic transfers, with effect from October 1, 1964, by suspending them to the rates shown below:

Item			Effective Rates			
			Duty A	Duty B	Duty C	Duty D
Ex 296 (1)(f)	Ceramic transfers	*ad val.*	25%	15%	5%	Free

Britain pays the column D rate of Duty.

SIERRA LEONE

Import licensing regulation

GOVERNMENT NOTICE No. 526 published in the Sierra Leone *Gazette* dated May 20, amends with effect from May 3, 1965, the list of items for which specific import licences are required (published in the *Board of Trade Journal*, February 2, 1964, page 305) by the addition of the following items:

Customs Classification	Schedule Items
011-000	Meat, Fresh and Frozen including fresh Pork and Turkeys.
051-900	Fresh Fruits, Oranges, Grapefruits, Tangerines, Lemons and Limes.

KENYA

Trade marks law amended

WITH REFERENCE to the notice which appeared on page 764 of the *Board of Trade Journal* of April 2, 1965, the Trade Marks (Amendment) Act, 1965, came into force in Kenya on May 11, 1965. A copy of the Act may be inspected in the Patent Office Library Annexe, Chancery House, Southampton Buildings, Chancery Lane, London, W.C.2.

ETHIOPIA

Excise tax on alcohol

A PROCLAMATION (No. 217 of 1965) to provide for the payment of an excise tax on alcohol, was published in the Ethiopian Gazette, the *Negarit Gazeta*, of April 22, 1965. The Proclamation came into force on May 3, 1965.

The provisions include licensing requirements for the production of alcohol and regulations for the levying of excise duty on both imported and home produced alcohol.

The excise tax on *imported* articles is as follows:

Taxable Articles Imported	Alcohol Excise Tax Eth. $
1. Alcohol of any form of not less than 96 degrees:	
Per litre or bottle up to one litre	8·00
2. Grappa:	
Per litre or bottle up to one litre	5·00
3. Alcoholic liquors:	
(a) per litre or bottle of more than 700 millilitres and not more than one litre	2·50
(b) per bottle of more than 100 millilitres and not more than 700 millilitres	1·75

Taxable Articles Imported	Alcohol Excise Tax Eth. $
(c) per bottle of 100 millilitres and less	0·25
Wine, vermouth and other products of alcoholic fermentation containing more than 3% of alcohol:	
(a) per litre or bottle of more than 700 millilitres and not more than one litre	2·50
(b) per bottle of more than 100 millilitres and not more than 700 millilitres	1·75
(c) per bottle of 100 millilitres or less	0·25
5. Beer and stout of any strength:	
(a) per litre or bottle of more than 650 millilitres and not more than one litre	0·30
(b) per bottle of more than 350 millilitres but not more than 650 millilitres	0·25
(c) per bottle of 350 millilitres or less	0·20
6. Alcoholic beverages, n.e.e., containing more than 3% of alcohol and not more than 15%:	
(a) per litre or bottle of more than 650 millilitres and not more than one litre	0·25
(b) per bottle of 650 millilitres or less	0·15
7. Perfume (containing more than 3% of alcohol of any form):	
(a) per litre or bottle of more than 350 millilitres and not more than one litre	2·50
(b) per bottle of more than 100 millilitres and not more than 350 millilitres	0·85
(c) per bottle of 100 millilitres or less	0·25

Full details of the Proclamation are available from Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 and 462).

MALAYSIA

Import licensing

THE BOARD OF TRADE have received a copy of Notice to Importers, States of Malaya No. 2A of 1965 (Supplementary) which reads:

'The attention of importers is drawn to Notice No. 2 of 1965 on the importation or transportation into the States of Malaya of Iron or Steel Sheets under Tariff Code 674 310, published on May 13, 1965.

2. With reference to paragraph 1 of the said Notice, you are hereby informed that the word 'Penang' is deleted.

3. Importers are required to furnish the following in their applications:

(a) Gauge number, e.g. BWG 28, BWG 32, USG 35, etc.
(b) Thickness of each gauge, e.g. BWG 28 0.356 mm, BWG 32 0.229 mm, USG 35 0.198 mm, etc.
(c) Net weight per sheet and sheetage per metric ton.
(d) Purpose of import, e.g. whether it is for galvanizing, drum manufacture or enamelware manufacture, etc.'

An entry concerning Notice No. 2 appeared in the *Board of Trade Journal* of May 28, page 1226.

MALAYSIA (SINGAPORE)

Import control

THE BOARD OF TRADE have received a copy of Notice to Singapore Importers No. 231 of 1965 (dated May 25) which notifies importers that the quota for the imports of Filament Electric Bulbs of 15-200 watts for domestic lighting from any source, including the Malaysian territories, for the 3-month period April 15 to July 14, 1965, is the same as that for the last period, i.e. 5 per cent of an applicant's proved imports for 1963.

A previous notice on this subject was published in the *Board of Trade Journal* of January 29 (page 244).

AUSTRALIA

Substitute notice

THE AUSTRALIAN Customs and Excise Substitute Notice No. 1 (published in full in the *Board of Trade Journal* on May 21, 1965, page 1162) is amended by Substitute Notice No. 32 as follows:

Substitute Notice No. 32

Substitute Notice No. 1 is amended by adding in the first and second columns the goods as shown below:

FIRST COLUMN (Substitute)	SECOND COLUMN (Dutiable goods for which goods in first column are substitutes)
Yarns classifiable under Tariff Item 465 (B) (2) (d), having a textile fibre content of or in chief part by weight of polyvinyl alcohol and cotton, the polyvinyl alcohol fibre content not exceeding 64% by weight of the textile fibre content, in counts not finer than count No. 60 calculated on the cotton system, for use in knitting machines.	Single yarns of cotton of the same count.

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AUSTRALIA, *continued*

Parts order

THE AUSTRALIAN Customs and Excise Parts Order No. 1 is re-published below in full for information.

PARTS ORDER No. 1 (as amended)

1. This order may be cited as Parts Order No. 1.
2. This order, as amended, is operative as at October 26, 1961.
3. (1) In this order:
'Customs Tariff' means the Customs Tariff 1933-1961, and includes that Act as amended from time to time or as proposed to be amended from time to time by a Customs Tariff alteration proposed in the Parliament.
pro rata refers to a specific rate of duty and means that the proportion which the value of the part bears to the value of the goods of which it forms a part shall be the proportion of the specific rate of duty which is to be applied to the part
'excluded parts' means:
(1) parts specified in their own name in the Customs Tariff
(2) parts covered by any of the following Tariff Items:

116 (C)	178 (F) (2) (b)	206 (I)	332 (B) (4)
165 (D)	178 (F) (3) (b)	208 (F) (4)	332 (D)
166 (D)	179 (A) (5)	209	347 (B) (3)
169 (E) (2)	179 (C)	219 (C) (4) (b)	352 (D)
170 (B) (2)	179 (L) (1)	237	353
171 (C)	179 (M)	241 (B) (2)	354 (A) (2)
173 (B)	180 (A) (1) (a) (2)	250 (G)	354 (B) (2)
173 (C)	180 (A) (2)	262 (E)	359 (B) (2)
175 (C)	180 (B) (2) (b)	299 (B)	359 (D)
176 (D) (2)	180 (C) (2) (b)	301 (D)	359 (F)
176 (F) (2)	180 (H) (2)	303 (A)	360 (A) (2)
176 (F) (3) (f)	181 (C)	310 (A) (2)	374 (D)
176 (F) (4)	181 (E) (4)	310 (C) (2)	380 (B)
176 (I)	181 (F)	315	390 (A) (1) (b)
176 (K)	181 (K)	318 (H)	419 (J)
176 (L) (2)	189 (A)	325 (A)	
176 (L) (3)	189 (F)	326	
177 (B) (3)		329 (D) (4)	
178 (C)			
178 (E)			

(3) parts for goods covered by Item 174 (B)
(4) no paragraph
(5) no paragraph
(6) porcelain guides for goods covered by Item 174 (V)
(7) mechanical driving units as defined in Prefatory Note No. 12 to the Customs Tariff
(8) grabs, not being original equipment, for dredging and excavating machinery covered by Item 170 (A) (2)
(9) valves, not being original equipment, specifically designed for cylinders covered by Item 195
(10) no paragraph
(11) parts not covered by any provision of the Schedule to the Customs Tariff
(12) reels or spools of artificial plastic material of types ordinarily used with tape recorders covered by Item 319 (B) (3), dictating machines covered by Item 319 (B) (2) or cinematographs covered by Item 320 (A) or Item 320 (B), not being original equipment for such apparatus.
(2) parts covered by the provisions of this Order shall be chargeable with duty at the rate or rates applicable to the higher or highest rated goods with which the parts are commercially usable
(3) where security is imposed as a condition subject to which the provisions of this Order operate such condition may be waived in circumstances and subject to conditions approved by the Collector
(4) where in this Order provision is made for a proportion of a specific rate of duty, to be applied to parts, the actual rate of duty chargeable shall be:
(1) in the case of parts for goods subject to specific rates of duty only – that proportion
(2) in the case of parts for goods subject to specific rates of duty or *ad valorem* rates of duty, whichever rate returns the higher duty – that proportion or the *ad valorem* rate, whichever rate returns the higher duty
(3) in the case of parts for goods subject to specific rates of duty and *ad valorem* rates of duty – that proportion and the *ad valorem* rate

4. (1) Parts, comprising complete or substantially complete goods, imported in one ship or aircraft in an unassembled or partly assembled condition shall, unless the Tariff otherwise provides or the Minister otherwise directs, be dealt with under the Tariff Item or Tariff Items applicable to the complete assembled goods.
(2) Parts which in the aggregate comprise complete or substantially complete goods, imported in more than one ship or aircraft may, unless the Tariff otherwise provides or the Minister otherwise directs, be dealt with under the Tariff Item or Tariff Items which would be applicable to the goods had they been imported in one ship or aircraft, provided the Collector is satisfied that:
(1) an order for the complete goods was placed overseas; and
(2) the complete goods are, in fact, imported; and
provided further that all the parts are dealt with under the Tariff Item or Tariff Items applicable to such goods if they were to be imported in one ship or aircraft in a complete assembled condition.

5. Parts listed in the third column of the table hereunder, when imported separately, for goods listed in the first column of the table opposite those parts, shall be chargeable with duty at the rate or rates applicable to those goods, provided that when those goods are chargeable with duty at a rate which is, or includes, a specific rate of duty and a proportion is listed in the second column in the table opposite those goods and parts, the proportion of the specific rate to be applied to the parts listed opposite those goods shall be that proportion.

THE TABLE

First Column (Goods)	Second Column (Proportion)	Third Column (Parts)
Goods free of duty	..	Parts not being excluded parts
Goods dutiable at *ad valorem* rates only provided, in respect of the two foregoing references, other provision for particular goods and parts is not made elsewhere in this table	..	Parts not being excluded parts
Cameras	..	Bellows
Capacitors, electrolytic	..	Metal cans, with or without ends
Chairs covered by item 305 (C)	3/5	Chairs as described in Tariff Item 305 (C) but without legs
Chairs of the turned type, covered by Item 305 (D)	1/6	Plywood backs
Chassis, trolley bus, covered by Item 359 (H) (1)	..	Parts not being excluded parts, commercially usable only in goods covered by Item 359 (H)
Churns	..	Wooden parts
Deaf aids covered by Item 420 (B)	..	Parts other than dry batteries and thermionic valves, for use in deaf aids of the type carried on the person, under security
Dairy coolers of types classifiable under Item 164 and on which, if imported duty would not be payable	..	Ice bank units, being refrigerating appliances
Duplicators	..	Waver rollers
Electronic apparatus, including nucleonic, of types which, if imported, would be admissible free of duty under the British Preferential Tariff or which, but for origin, would be so admissible	..	Electrical power supplies, otherwise classifiable under Item 179 (D) (5), of types designed solely or principally for use with electronic apparatus (including nucleonic), of types which, if imported, are free of duty under the British Preferential Tariff or which, but for origin, are free of duty
Elements, electric radiator	*pro rata*	Refractory formers
Fire engines	..	Parts, other than air cooled internal combustion piston engines and parts therefor, for use in fire engines, under security
Flowers, foliage or fruit, artificial	..	All
Hats, miners'	..	Combined head bands and safety cradles
Hats, n.e.i.	1/7	Bands of grass or straw or imitations thereof, of the type used in conjunction with a crown or with a crown and brim to complete a woman's hat
Hats, n.e.i.	2/5	Brims, hat, of grass or straw or imitations thereof
Hats, n.e.i.	1/5	Crowns, hat, of grass or straw or imitations thereof
Jacks, lifting	*pro rata*	Parts not being excluded parts
Lamps, filament, covered by Item 181 (D) (1)	..	Parts other than glass envelopes
Lamps, fluorescent, covered by Item 181 (D) (2) (a)	..	Parts not being excluded parts
Lamps, miners' safety	..	Parts
Lawn mowers covered by Item 161 (B) (2)	*pro rata*	Parts not being excluded parts
Lounges and settees covered by Item 305 (B)	3/5	Lounges and settees as described in Tariff Item 305 (B) but without legs
Musical instruments, viz.:		
Bagpipes	..	Chanters
Clarionettes	..	Barrels or mouth pieces
Of the lute class	..	Parts other than strings
Organs, electronic	..	Keyboards, including keyboards incorporating switches
Piano accordions	..	Bellows
Pianos	2/5	Backs, unstrung and unpinned, consisting of iron frames (attached to sounding boards) and backs
Played with a bow	..	Parts other than strings
Saxophones	..	Mouth pieces
Wind	..	Reeds
Pens, fountain, covered by Item 347 (A) (2)	..	Vulcanite parts
Pens or pencils, ball point, classifiable under Item 347 (B) (1)	1/2	Ball point pens or pencils complete or substantially complete but for the ink reservoir
Pipes, smoking, covered by Item 413 (B)	..	All
Pulleys, split, metal	1/10	Bushings, cast iron
Pulleys, split, metal	1/2	Rims, split, including balance weights and necessary bolts and nuts for fastening
Pulleys, split, metal	2/5	Spiders, cast iron, including necessary bolts and nuts for fastening
Racquets, squash	..	Wooden parts
Sparking plugs	1/2	Cores
Telephones	..	Generators, hand (ringing)
Torch cases covered by Item 206 (H) (2)	*pro rata*	Parts not being excluded parts
Tractors to which Item 177 (B) (1) (a) applies	..	Malleable iron parts other than: parts for engines; wheels, solid cast centre, with or without rubber tyres attached
Tractors to which Item 177 (B) (1) (a) applies	..	Parts other than: parts classifiable under a Tariff Item at rates of duty equal to or less than those applying under Item 177 (B) (1) (a) internal combustion engines not exceeding 8 brake horse-power and parts for such engines; pneumatic rubber tyres and tubes; tractor wheels and tractor wheel centres for use with pneumatic tyres; and winches, for use in the manufacture of wheel type tractors (other than agricultural tractors not exceeding 10 belt pulley horse-power), under security
Tractor wheel centres covered by Item 177 (B) (5) (b)	..	Parts not being parts specified in their own name in the Customs Tariff
Tractor wheels covered by Item 177 (B) (5) (a)	..	Parts not being parts specified in their own name in the Customs Tariff
Typewriters	..	Platen shells
Turbines, steam or water, covered by Item 178 (F) (1)	..	Parts not being excluded parts, for turbines for use in turbo-generators or turbo-alternators, under security
Valves for pneumatic tyres	..	All
Washing machines, clothes, covered by Item 167 (A) (1)	*pro rata*	Parts not being excluded parts
Wrist-watch cases covered by Item 318 (F) (1) (b)	..	Parts for use otherwise than in the repair of wrist-watches

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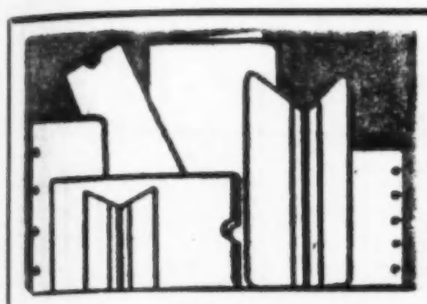

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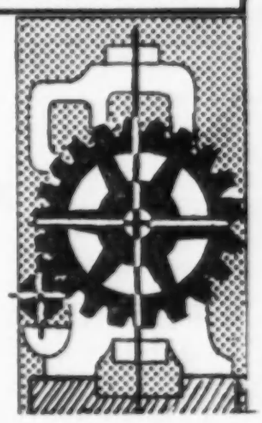

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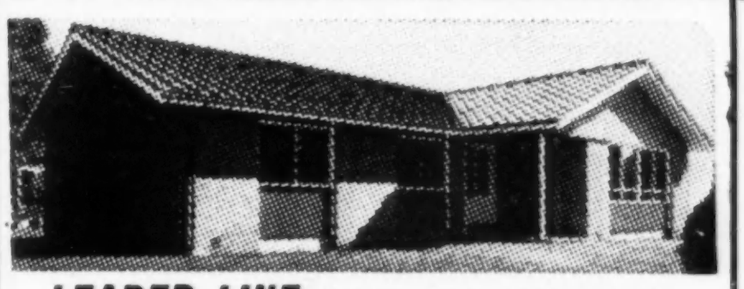

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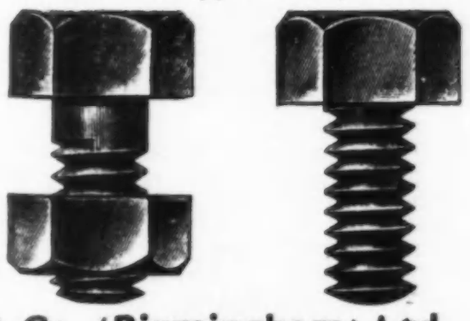

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Board of Trade Departments, etc.

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Official Receivers' Offices	29 Jan. 1965
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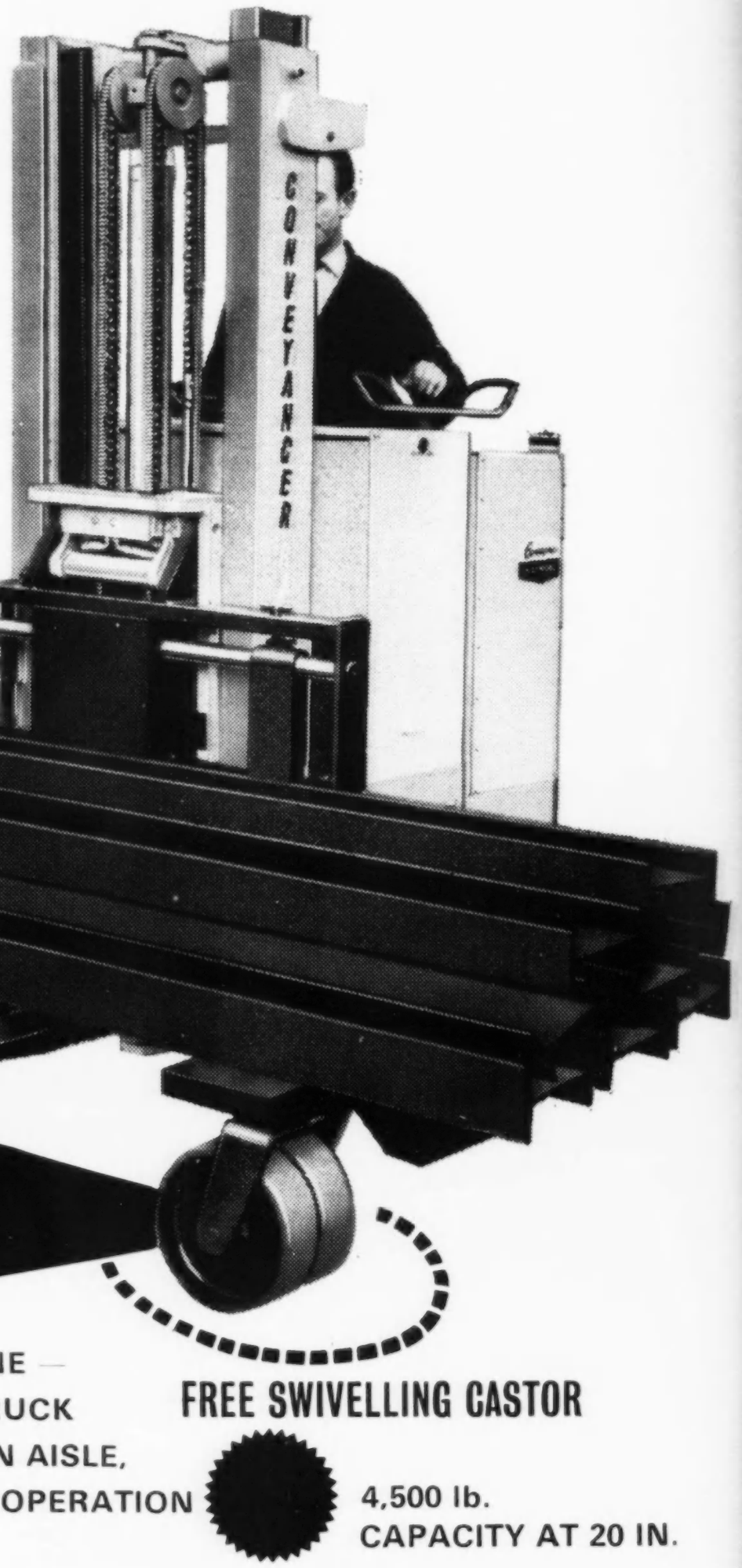

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